

# COACH AND BUS

The PSV Industry's News Weekly

## WEEK

ISSUE 61 APRIL 17 1993



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**1988 BEDFORD YNV PLAXTON PARAMOUNT 3200.**  
53/55 seats, brown moquette, courier seat, power  
entrance door, cream/red.

**M.O.T. JANUARY 1994**

**1989 LEYLAND TIGER (CUMMINS L10) PLAXTON  
PARAMOUNT 3200 12M.** 53 recliners, brown/beige/  
orange moquette, double glazed tinted side  
windows, pull-down blinds, TELMA retarder, chassis  
autolube, cream/orange/yellow.

**M.O.T. FEBRUARY 1994**

**1982 BOVA (August) EUROPA INTEGRAL 12M.** 53  
recliners, red moquette, power entrance door,  
cream/red.

**M.O.T. FEBRUARY 1994**

**1985 BEDFORD YNV DUPLÉ LASER.** 53 E-type  
seats, brown moquette finished white/blue.

**M.O.T. FEBRUARY 1994**

**1982 BOVA EUROPA INTEGRAL 12M.** 53 recliners,  
red moquette, power entrance door, cream/red.

**M.O.T. MARCH 1994**

**1987 DAF DKVL CAETANO ALGARVE 12M.**  
49 recliners, brown/beige moquette, centre sunken  
toilet, continental door, double glazed side windows,  
courier seat, TELMA retarder, power entrance door,  
white/blue.

**M.O.T. MAY 1993**

**1981 BOVA (August) EUROPA INTEGRAL 12M.**  
53 recliners, red moquette, power entrance door,  
cream/red.

**M.O.T. OCTOBER 1993**

**1989 VOLVO B10M GL VAN HOOL ALIZEE-H 12M**  
51/55 recliners, grey/red moquette, centre sunken  
demountable toilet, continental door, tinted side  
windows, curtains, courier seat, all white.

**M.O.T. NOVEMBER 1993**

**1989 LEYLAND TIGER (260 BHP) PLAXTON  
PARAMOUNT 3200 12M.** 53 recliners, brown/beige/  
orange moquette, double glazed tinted side  
windows, pull-down blinds, TELMA retarder, chassis  
autolube, cream/orange/yellow.

**M.O.T. DECEMBER 1993**

**1989 BOVA FUTURA FHD 12.290 INTEGRAL 12M.**  
51 seats grey/red moquette (46 recliners + 5 way  
fixed at rear), centre sunken toilet, continental door,  
double glazed side windows, curtains, courier seat,  
water boiler, coolbox, wired TV/video, cream/orange.

**M.O.T. MARCH 1994**

**1984 DAF SB2300 JONCKHEERE JUBILEE P50  
12M.** 49 recliners, brown/beige/red moquette, rear  
floor mounted toilet, continental door, driver's berth,  
water boiler, white/beige/brown.

**M.O.T. JULY 1993**

**1985 BEDFORD YNV PLAXTON PARAMOUNT  
3200.** 57 seats, brown moquette, curtains, power  
entrance door, white/red/yellow.

**M.O.T. FEBRUARY 1994**

**1987 DAF DKVL PLAXTON PARAMOUNT 3500  
12M.** 51 recliners, red/grey moquette, rear sunken  
toilet, continental entrance/exit door, tinted side  
windows, curtains, courier seat, drinks machine,  
power entrance door, wired TV/video, TELMA  
retarder, ABS anti-lock braking, cream/duo blue.

**M.O.T. MAY 1993**

**1989 LEYLAND TIGER (260 BHP) DUPLÉ 320 12M.**  
53 recliners, brown/beige/orange moquette, double  
glazed tinted side windows, pull-down blinds,  
TELMA retarder, chassis autolube, cream/orange/  
yellow.

**M.O.T. MARCH 1994**

**1988 BOVA (November) FUTURA FHD 12.290  
INTEGRAL 12M.** 49 str, red moquette (44 recliners +  
5-way fixed at rear) centre sunken toilet, continental  
door, double glazed tinted side windows, curtains,  
courier seat, white/orange/yellow.

**M.O.T. NOVEMBER 1993**

**1982 LEYLAND LEOPARD DUPLÉ DOMINANT IV  
11M.** 53 seats brown/orange moquette, power  
entrance door, semi automatic gearbox, white/red.

**M.O.T. FEBRUARY 1994**

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# MOSELEY



# COACH AND BUS

The PSV Industry's News Weekly

## WEEK

ISSUE 61 APRIL 17 1993

**I**nsurance companies with substantial PSV portfolios have pulled the plug on coach and bus operators in recent weeks and, in an unprecedented move, some have released claims experience information on to the market.

Small operators in particular have the most to lose. Insurers seeking economies of scale are seeking to spread overheads. Consequently it is increasingly difficult to obtain cover for the two and three-vehicle operator. Some operators risk going under unless the present situation improves.

While PSV operators may have reasonable claims records, spiralling personal injury claims in all sectors of the insurance market are particularly pertinent to passenger-carrying vehicles. Add to this the increasing cost of accident damage repairs and a dramatic cut in the number of players in the market and you have the present situation where premiums

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**'The message used to be "shop around", but in the present market the best advice is risk management - keep claims down to a minimum. Don't claim for minor damage or wind-screens. Cover as much of the risk as you can yourself'**

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have shot up out of all proportion.

Cover can be placed with Lloyds syndicates instead of the diminishing number of companies, but only a handful are prepared to look at the coach and bus industry.

Third party fire and theft is rapidly becoming the norm for older vehicles. The threshold is around five or seven years old depending on book value... and that all important claims experience.

The message used to be "shop around", but in the present market the best advice is risk management - keep claims down to a minimum. Don't claim for minor damage or windscreens. Cover as much of the risk as you can yourself. And remember the benefits of driver training.

Long term, a market with high prices ought to attract more players. While operators wait for more effective competition in the vehicle insurance field, they should have a wary eye open for the possible consequences of the present scene on other matters close at home.

High premiums will force marginal operators out of business. Third-party cover will lead to more vehicles scrapped and higher used prices. Second-hand spares will be in demand whereas new parts may become a luxury.

As with every scenario there are swings and roundabouts - winners and losers.

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#### Editor

Mike Morgan

#### News and technical editor

Richard Simpson

#### Production editor

Frank Forster

#### Tourism editor

Mark Williams

#### Northern news editor

Andrew Jarosz

#### Designer

Tina Golden

#### Editorial secretary

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#### Group sales manager

Chrissie Hester

#### Assistant sales managers

Hugh Cairns, Paul Murtagh

#### Senior telesales canvasser

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#### Classified telesales executive

Patrick Johnston,

#### Display sales

Mike Moore, Louise Harrison

#### Group production manager

Nicky Cud

#### Production assistant

Kay Jeffries

#### Subscription sales

Lorrie Finley

Tel - 0733 63100

#### Subscription inquiries

EMAP Update Customer Services

Tel - 081 868 7618

081 866 9050

#### Publisher

Mark Barton

#### Publishing director

Ian Griffin

#### Cover Photography

Mike Morgan

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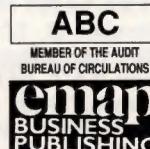
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COACH AND BUS WEEK ENDING 17 APRIL 1993

■ **Competition in County Durham** is escalating as Classic Coaches Continental of Annfield Plain meets stiff opposition to its first local service routes from subsidiaries of Go-Ahead Northern. Page 6

■ **Cuts in local government funding** have forced off-peak bus service reductions in Hull according to city and county council spokesmen. Humber-side County Council is currently under a £570 million charge cap, which translates into a £250,000 reduction in public transport support. Page 7

■ **PSV registration trends** have been heavily distorted by the effect of new roll-over regulations for coaches. Analysis of Society of Motor Manufacturer and Traders figures for March clearly shows the effect of stock vehicles being registered to beat the April 1 deadline. Page 8

■ **Grimsby and Cleethorpes councils** have agreed in principle to sell their bus company after outline agreement was reached between officers and councillors of both bodies. Coopers and Lybrand have been engaged to act as advisers and to formulate suggested plans of action. Page 10

## STOP PRESS...STOP PRESS...STOP PRESS...

■ **Leicester Citybus** has been advertised for sale. The municipal runs over 200 vehicles, employs 540 staff and reported profit last year before exceptional items of £0.33 million on a turnover of £12.6 million. The sale on behalf of Leicester City Council is being handled by Price Waterhouse.

## COACH AND BUS EVENTS

- April 22: Brazilian City systems, Buses Worldwide, Tallant Hall, Drummond St, London, organiser Ian Johnston, 3 Cypress Drive, Fleet, Hants, GU13 9HE
- April 24-25: UK Coach Rally 1993, Brighton. Coach Displays, tel 081 842 0056, fax 081 842 0070
- April 27: Talk — Maidstone & District - Through the '90s. Omnibus Society, London Transport HQ, tel Barry Le Jeune 071 918 3295
- May 2 to 7: UITP International Congress and City Transport Exhibition, Sydney, Australia, tel UITP on 010 32 2 673 6100, fax 010 32 2 660 1072
- May 5-6: Safety in Vehicle Fleet Management, University Training Group, Loughborough University of Technology, Joyce Motyka, tel 0509 222175
- June 17: Italian bus systems, Buses Worldwide, Tallant Hall, Drummond St, London, organiser Ian Johnston, 3 Cypress Drive, Fleet, Hants GU13 9HE
- September 13 to 17: PTRC European Transport Highways and Planning 21st Annual Summer Meeting, University of Manchester Institute of Science and Technology. Zofia Duszynska, tel 081 741 1516, fax 081 741 5993
- September 13 - 17: 26th International Symposium on Automotive Technology and Automation Conference, Aachen, Germany. ISATA, tel 081 681 3069
- November 16-19: Autotech '93, National Exhibition Centre Birmingham. Julie Brown/Corinne Paine, IMechE, tel 071 973 1316

## ■ COACH AND BUS

# Outcry as insurance costs soar



SWINGING insurance costs may cut coach and bus operators' margins by as much as a third this year as premiums rise by up to 50 per cent.

Operators are being faced with paying up to £5,000 a year for each vehicle as the six major insurers in the market push up prices. And according to one broker, this is just the beginning.

One operator said his insurers, Lloyds-underwritten Summit, asked for the equivalent of a 90 per cent rise which was subsequently negotiated to around 50 per cent. Cornhill were renewing policies at quotes 49 per cent higher than in '92, and the lowest increase *Coach and Bus Week* could find in a straw poll was 27 per cent.

"Our group insurance has been with the same firm for 41 years," said Biss Brothers managing director Bill Varney. "The company covers everything, including my car dealership. This year, they put premiums up by 27 per cent."

"A facility to pay over ten months loaded the premium by four per cent. That's now eight per cent, with the bank rate going down. Taken on its own, that interest compounded works out at around 18 per cent more to pay."

Coliseum of Southampton was handed the 90 per cent hike but deleted windscreen cover and negotiated the increase down to around 50 per cent: "And we've got a very good claims record," said partner Kerry Pitter.

"Part of the problem appears to be the low number of insurers who will touch coaches. Only Summit and one other company would quote us at all. I would like to see the Bus and Coach Council get involved in this issue."

Some operators were laying the blame at the door

## High interest rates offset claims costs

By Mark Williams

of the police, whose lack of success tracking down thieves had led them to believe they are no longer interested in vehicle crime: "Policing is diabolical," said one "last year alone we lost £5,000-worth of radios. The best deterrent was coppers on the beat but they've all gone. The result is that I have to pay £67,000 to insure just 15 motors."

"It's a theft industry," said Ivan Ford, managing director of Silver Coach Lines in Edinburgh. "We've been asked for a 58 per cent increase this year. That amounts to a £36,000 to £50,000 costs increase this year when fuel is added in."

PSV insurance specialist Robin Huckle says operators are reporting renewals jumping by around £1,000 per vehicle. A 20-vehicle operator with an average claims experience of £10-20,000 can expect to pay £60,000 for comprehensive cover.

Mr Huckle's advice is to look at the alternatives. "But before long there won't be any," he warns.

Broker Brian Chapman said two factors were creating the price hike. Less competition for PSV insurance had an effect, and low interest rates were hammering insurance company investments.

"PSV insurance has been unrealistically compet-

itive in the last four or five years. We have had the benefit of high interest rates to offset costs of claims. Insurers are now having to put up prices to directly reflect risk," he told *Coach and Bus Week*.

"There are only a handful of insurers left. Prudential, St Pauls, and Municipal and Mutual are no longer involved, and General Accident are only insuring fleets of under 25 vehicles. The remaining companies don't want to be swamped with coach insurance business."

Mr Chapman said that operators had got used to low premiums, and were ill-prepared for large increases.

"Operators can help themselves by risk management," he said. "The obvious way to do that is to reduce the number of claims with better driver training, undertaking minor repairs and taking things like windscreen cover out of the equation. In many cases, claims like these are just pound-swapping."

"In many instances, a pound's worth of windscreen is being paid for with £1.25-worth of insurance. And as far as premiums go, I would say that it will get worse before it gets better."

Mr Chapman said he was encouraging a consortium of insurers to come into the market, and expected a better choice of policy within the next three weeks.

CBW



## ■ COACH AND BUS

# Employees may buy SYT

STRONG indications that South Yorkshire Transport may be sold to its workforce follows a U-turn last week by the sole shareholder South Yorkshire Passenger Transport Authority.

The PTA formally gave the go-ahead for further talks with the workforce after years of refusals to successive transport secretaries, although it was made plain that a sale would take

By Andrew Jarosz

place against its will.

PTA chairman Councilor Jack Meredith said: "Over the past seven years we have resisted pressure from the government to sell. But the deadline for the continued membership of employees in the Local Government Superannuation Scheme is June 30,

and this, combined with severe government cash limits has forced us into a corner," he said.

"Faced with the various options, we are looking to sell the company to local people who have a real stake in its future its employees."

SYT employees had been gearing themselves up for a distressed sale for nearly 12 months with the establishment of the Mainline image



ESOP talks given go-ahead

and a rationalisation plan which involves the closure of facilities and the reduction of management and engineering staff. Buyout plans were rejected last year (*Coach and Bus Week*, September 12, 1992) and

again earlier this year.

SYT staff say the extension of the sale deadline to June 30 and events at Greater Manchester make it imperative that a sale is concluded to avoid the company being broken up.

## ■ BUS

## Angry reaction as Sheffield changes are announced

TRAFFIC management changes in Sheffield this week sparked off howls of protest from SYT-Mainline, which fears more buses being registered by its competitors.

SYT had enjoyed a degree of protection for the last nine months, since the deputy traffic commissioner's ruling that no further service registrations would be accepted on key central streets.

Changes introduced in the city alter traffic flows in High Street to one way with eastbound traffic diverted via Furnival Gate and Arundel Gate.

Operators have been informed by SYPTE and the traffic commissioner that new registrations for services using High Street are possible providing the total number of one-way slots does not exceed the sum of the

previous two-way slots.

SYT-Mainline reacted angrily with a local newspaper quarter-page advertisement which alleges that other companies are taking this opportunity to pile even more buses through the city centre.

Meanwhile Sheffield Omnibus has complained to the Advertising Standards Authority and is seeking legal advice over possible further ac-

tion. Managing director Ian Dyson said: "As far as I know only Yorkshire Terrier and ourselves have lodged a few extra registrations, but they don't take effect next week. We operate commercially on Sundays and evenings as do others, so the wording is spurious.

"If we could get a decision on our appeal to the Secretary of State none of this nonsense would be necessary."

## ■ COACH AND BUS

## Boulogne link hits problems in France

A CALAIS-BOULOGNE coach service for which East Kent Road Car and Stena Sealink were acting as ticket agents has hit problems.

East Kent's Dover and Folkestone district manager

Paul Jenkins said the service was due to start this month but registration would appear to have reached a deadlock in France.

"We had hoped this service would form the basis of a

cross-Channel partnership of services," he told *Coach and Bus Week*. "I am disappointed it hasn't worked out yet. Both Stena and ourselves have suspended ticket sales for the time being."

The service was to be partly funded by the local council in Boulogne, which has suffered from a drop in tourism since all coach-carrying ferries pulled out of the port.

The service was being timed to meet Stena ferries into Calais, with four return trips from Boulogne timed from 2.40 pm to 8 pm, for a fare of £2 return. Operator was to be Lille-based Carianne.

An industry observer in France said Calais itself had significant interest in English tourism, but that the service may have been blocked by the red tape of the regulated PSV industry in France.

## ■ BUS

## More London strikes?

LONDON BUSES has welcomed a pause in the series of strikes called by the Transport and General Workers Union.

LBL says it hopes the union's conference called for April 22 will conclude that further action will seriously inconvenience some passengers and could put jobs in jeopardy.

Concern about bus-workers pension rights, one of the central issues behind the strike action, has been recognised by LBL which has confirmed that further discussions will take place when the results of a current review are known.

However, TGWU district officer Ken Fuller said: "London Buses has tried to sway the opinion of our members and the public by every means possible. For example, they have given out misleading estimates (to say nothing of predictions) of the

level of support commanded by previous actions, whereas we know that over 90 per cent of those members called out on strike actually were on strike on March 17 and April 2, although on March 10 the level of support was around 85 per cent."

Around half London's buses operated on the previous strike days (*Coach and Bus Week* April 10, 1993). This includes LBL subsidiaries Westlink, CentreWest and East London, which either rejected strike action or were not balloted, and the 19 private bus companies operating services under contract to London Transport.

The TGWU is considering a further two one-day strikes, a lobby of Parliament, escalation of non-strike action and a petition calling for London privatisation and deregulation to be scrapped.

CBW



(IN FRENCH) "I'M SORRY- IF WE CAN'T USE THEIR FISHING THEY CAN'T USE OUR COACHES"



■ THE Department of Transport has sent out half a million leaflets to operators in a bid to reduce the number of low-bridge collisions. Last year, 700 vehicles ploughed into bridges. Some accident blackspots have been equipped with infra-red beam splitters to warn drivers if they are over the allowable height.

■ OPERATORS have been warned by The Department of Trade and Industry to be on their guard for cover notes issued in the Lancashire area in the name of Royal Lytham Insurance. The documents may be issued on behalf of Royal Lytham Holdings, but the DTI says neither company is licensed to carry on an insurance business.

■ THE International Convention Centre in Birmingham is the venue for Cities '93 - a conference about urban planning which has 65 speakers over the two days, May 24 and 25. Secretary of State Michael Howard QC, MP, will be opening the conference, and among speakers are Jack Straw, shadow environment secretary.

■ A NEW code of practice has been launched by The Finance and Leasing Association which will become binding on its members on May 11. The new code covers banking procedure, credit protection insurance and other areas of business and consumer leasing.

■ THE Imperial War Museum has taken over from Woburn Abbey in hosting the annual SHOWBUS on September 26. The original venue suffered from wet weather problems. The shift to Duxford for the 21st SHOWBUS has been welcomed by most regulars. Trade stand space will be available.

■ TEWKESBURY'S Gloucester Road car and coach park has re-opened after improvements. A riverside picnic area has now been grassed next to the coach park ready for the summer season. Details are available from Julie Hendley, 0684 292277.

■ A FIRE caused £25,000 damage to a South Wales coach firm last week. Fire ripped through a coach badly damaging a second bus, a minibus and a workshop at Knight's Coaches, of Cwmllynfell, West Glamorgan.



Classic Coaches has met stiff opposition to its first local service routes from GAN's B&C

## ■ COACH AND BUS

# Competition rising in County Durham

By Andrew Jarosz

COMPETITION in County Durham is escalating as Classic Coaches Continental of Annfield Plain meets stiff opposition to its first local service routes from subsidiaries of Go-Ahead Northern.

Classic's original operation started at the end of last year and consisted of an infrequent service from Blackhall Mill to Dunston Metro centre. GAN created B&C (Bright & Cheerful) to challenge Classic using two Leyland Tiger coaches.

A second route runs from Chester-le-Street to Newcastle and a third from Stanley to Chester-le-Street. Meanwhile the Blackhall Mill service was deregistered and replaced with a new Stanley to Newcastle link. Classic managing director Ian Shipley said the executive coach market had fallen flat and the company was trying to tie commercial bus work with PTE contracts - for which it planned to buy

DiTAC-fitted buses.

He said: "I've been amazed at the lengths the opposition have gone to in trying to prevent us getting established, but I have to admit that the future for bus operations is much better than it is for coach operation."

Mr Shipley claims that Go-Ahead Northern subsidiaries have duplicated his services and are blocking stands in Chester-le-Street. "On the first two services, I felt we'd genuinely filled

gaps in the existing timetable, but now I'm launching services in retaliation to their actions."

Go-Ahead Northern commercial director Chris Moyes admitted that the Northern General and Shaws Coaches subsidiaries had reacted vigorously.

He said: "He is poaching our passengers at the top of Worswick Street in Newcastle, and he must realise that we are entitled to defend our services against competition."

## GAN interested in BR line

GATESHEAD-based Go-Ahead Northern has joined the ranks of coach and bus operators wanting to buy a slice of a privatised British Rail. It has told Secretary of State for Transport John MacGregor it has a firm interest in the Carlisle to Middlesbrough line.

However, the company fears franchise offers could be parcelled-up in large

groups, putting them beyond the reach of all by existing British Rail management.

The Regional Railways line, which links Carlisle with Newcastle, Sunderland, Hartlepool and Middlesbrough, passes through the GAN operating territory and its Newcastle to Sunderland section has already been earmarked for the proposed Tyne & Wear Metro extension

(Coach and Bus Week, February 27).

Go-Ahead Northern commercial director Chris Moyes says the line is regarded as a Cinderella and could benefit from an input of local management.

He said: "We believe that we can reduce the subsidy requirement significantly by improved marketing and management techniques."

## ■ COACH

### DSS was defrauded

AN inquiry by regional crime squad detectives and DSS officers revealed that the boss of a Widnes coach hire firm helped his staff to claim £60,000 illegally, it was claimed in court.

Paul Smith, 34, of Bold Heath, Widnes, manager of Aaron Travel, pleaded guilty to nine specimen charges of aiding and abetting employees to defraud the DSS over claims that they made in Runcorn, Widnes and Prescot.

He also pleaded guilty to making a false statement to the Department of Employment in relation to a list of his employees.

Stipendiary magistrate Philip Dodd adjourned the hearing until April 21 for the consideration of social inquiry reports. **CBW**

## ■ BUS

### Exeter to get open-top tour

A NEW tour initiative in Exeter promises a unique and exhilarating way to view the city's 2000-year history.

The city's mayor will be present to launch The Red Bus Services' open-top tour of the city on May 1.

Proprietor Richard Holladay has recently had a 1957 AEC Regent V converted to serve the 75-minute tour, the first of its kind in Exeter.

"If you were a visitor to Exeter for the

first time it will give you an historic tour of the city and a chance to find your bearings," said Mr Holladay.

The tour includes a video presentation and a guided commentary from red coat guides, the city's officially approved tourist guides.

The Red Coat guides are already a familiar sight among visitors in Exeter and have joined the service to help promote the various specialised walks on offer in the city.



## ■ COACH AND BUS

# Charge cap leads to cuts in Hull services

By Rod Davey

CUTS in local government funding have forced off-peak bus service reductions in Hull, according to city and county council spokesmen.

KHCT withdrew unprofitable early morning, evening and Sunday services, forcing Humberside County Council to put them out to tender (*Coach and Bus Week*, April 10). But the county is currently under a £570 million charge cap, which translates into a £250,000 reduction in public transport support.

"We took up the best value options on the tendered services and tidied up the network on the evening corridor between Hull and Goole," said HCC's public transport team leader Tony Briggs. The county council's rationalisation included reducing route 155's evening services from two buses to one - halving the cost on a tender won by



KHCT withdrew unprofitable services

EYMS. A further £10,000 was saved on three lower-cost school contracts won by Pride of the Road, EYMS and Alpha Coaches.

"These savings meant we could reinstate the early-morning journeys which are vital for taking work people from the outer housing estates, through the city centre to the industrial areas," Mr Briggs said. KHCT won 15 tenders, with the other five going to EYMS.

Evening journeys in the city are now subsidised by Kingston-upon-Hull City Council. In all, 16 went out at a total cost of £31,000 - KHCT won eight, Applebys two, but six were not awarded on the grounds that the cost per passenger was too high.

"The route withdrawals meant service frequencies were going down to hourly or even less," a council spokesman said. "It has cost us a substantial amount but we have managed to maintain most with an approximate half-hourly service." But the city council has been forced to achieve savings elsewhere to keep within its £97,000 public transport budget for the 1993/94 financial year. From May, it intends to end existing evening and Sunday tendered services - saving around £7,000. A further seven contracted services are also threatened, including two Sunday ones and off-peak shopper buses.

## Council to fund EBO feasibility study

A £10,000 FEASIBILITY study into an employee buy-out of municipal, Kingston-upon-Hull City Transport, is to be funded by the city council. The move marks a distinct shift from policy stated less than a year ago (*Coach and Bus Week*, July 20, 1992) when company chairman, Councillor Brian Wilkinson, commended forms of social

ownership and did not envisage an early sale.

KHCT, which has been locked in vigorous competition with East Yorkshire Motor Services after years of peaceful co-existence, is set to record losses of over £700,000 in its last financial year. It has been undergoing a painful restructuring over the last 10 months since the

departure of its senior management and directors.

Councillor Wilkinson claims employee ownership is preferable to a takeover, either by EYMS or another private firm.

He said: "We feel that an employee buyout is the best form of ownership which will ensure the future of the company and look after the

interests of local people.

"We have to do what we think is right for all parties involved and we do not think any kind of monopoly situation would be helpful."

It is understood that the study will also look at other aspects of the 150-vehicle company's operation, including cost and management structures.



Ipswich refurbishing Atlanteans

## ■ BUS

## Grants for upgrade

IPSWICH Buses is using 50 per cent grants from Suffolk County Council to upgrade its fleet.

The municipal company is refurbishing the lower decks of its 18 Roe-bodied Leyland Atlanteans built in 1977.

New trim, floors and handrails are being fitted by its Constantine Road workshops. Managing director Barry Moore said the £2,000 refurbishments would keep the vehicles running until the end of the decade and had already received positive passenger reaction.

New vehicle investment approaching £1 million will see

six new single-decks replace other ageing double-decks. Three Dennis Lance with East Lincs bodywork and two, possibly three, Optare Deltas, are due for January delivery. Mr Moore said: "We have the option for replacing the third Delta with a MetroRider."

Labour-controlled Ipswich Council is opposed to privatisation but says it prefers a sale to the workforce when the enabling act for municipal privatisation comes into force. Meanwhile despite concessionary fare cutbacks the company continues to hold existing frequencies. **CBW**

■ CHESTERFIELD Transport has cut fares between Chesterfield and Sheffield in a bid to make bus travel preferable to rail. Peak return tickets are now £2 compared with £3 on the train and off-peak Dronfield to Chesterfield returns are cut from £1.50 to 99p.

■ CLEVELAND county councillors have given the green light to plans for a high-speed priority network of bus routes. It is hoped that preparation work for the first so-called Green Route between central Middlesbrough and Marton will be complete within 12 months.

The Government has approved spending of £600,000 on measures to give buses priority and the county council plans a £32 million programme of busways.

■ DESPITE traffic growth, pedestrian casualties continue to fall, says a DoT report. There are around 50,000 injuries to pedestrians on the roads, 1,500 of which result in fatality. In 1966, more than 3,000 deaths were recorded. Coach and bus passengers are 140 times safer per kilometre travelled than pedestrians, and 10 times safer than car occupants. The age group most at risk from road injury are those from 10 to 15, but fatalities are much more common in the elderly.

■ GM Buses is offering a new tourist ticket for families, which promotes the virtues of its 201 service between Manchester and Derby. Priced at £9.50, the Family Day Saver is valid for the route, which traverses the Peak District through Macclesfield, Leek and Ashbourne. A special leaflet has been produced which describes the route in detail and highlights attractions along the way.

■ THAMESDOWN fixed it for a Swindon woman to achieve her ambition to drive a double-deck bus... taking Pam O'Keefe to nearby South Cerney airbase where she took a Dennis Dominator and a driver training truck around a coned course. The event generated media coverage for Thamesdown.

■ TRANSPORT chiefs in Wakefield have rejected proposals to link the city with the proposed Leeds supertram system because of its £35 million cost and lack of demand. A feasibility study report says guided bus lanes are cheaper and more appropriate.



## COACH AND BUS REGISTRATIONS

	March		Year to date			
	1993	1992	1993		1992	
	No.	No.	No.	%	No.	%
Volvo	162	99	319	40.2	204	36.4
Dennis	55	53	197	24.8	166	29.7
DAF Bus	73	23	104	13.1	58	10.4
Optare	33	18	50	6.3	40	7.1
Scania	33	21	44	5.6	58	10.4
Others	48	17	79	10.0	34	6.1
<b>TOTAL</b>	<b>404</b>	<b>231</b>	<b>793</b>	<b>100</b>	<b>560</b>	<b>100</b>

## COACH REGISTRATIONS

	March		Year to date			
	1993	1992	1993		1992	
	No.	No.	No.	%	No.	%
Volvo	130	86	205	50.4	163	57.8
DAF Bus	62	16	71	17.5	28	9.9
Scania	27	21	38	9.3	44	15.6
Dennis	9	8	16	3.9	15	5.3
Others	48	15	77	18.9	32	11.4
<b>TOTAL</b>	<b>276</b>	<b>146</b>	<b>407</b>	<b>100</b>	<b>282</b>	<b>100</b>

## BUS REGISTRATIONS

	March		Year to date			
	1993	1992	1993		1992	
	No.	No.	No.	%	No.	%
Dennis	46	45	181	46.9	151	54.3
Volvo	32	13	114	29.5	41	14.8
DAF Bus	11	7	33	8.5	30	10.8
Optare	33	18	50	13.0	40	14.4
Scania	6	0	6	1.6	14	5.0
Others	0	2	2	0.5	2	0.7
<b>TOTAL</b>	<b>128</b>	<b>85</b>	<b>386</b>	<b>100</b>	<b>278</b>	<b>100</b>

The above table details all vehicles on designated PSV underframes registered last month in Great Britain, Northern Ireland, the Isle of Man and Channel Islands

Source: SMMT

## COACH AND BUS

# New regulations colour PSV figures

By Mike Morgan

PSV registration trends have been heavily distorted by the effect of new roll-over regulations for coaches. Analysis of Society of Motor Manufacturer and Traders figures for March clearly shows the effect of stock vehicles being registered to beat the April 1 deadline.

Full-size coach registrations - mostly those affected by the compulsory ECE R66 roll-over requirement - jumped from 137 in March 1992 to 267 last month. This 94.9 per cent increase boosted the year to date figures for the first quarter of 1993 to 393 - an increase of 51.7 per cent. Full year registrations in 1991 were 676 and 739 in 1992.

Taking all coach registrations recorded by the SMMT, coach figures are up 89 per cent on the month (44.3 per cent on the year to date), and buses are up 50.6 per cent (28 per cent on the year to date). Roll-over together with the effects of the Chancellor's capital allowance scheme and reduced interest rates have conspired to boost the PSV

market by 41.65 per cent during the first quarter of 1993.

Volvo took 50 per cent of the coach market with 130 vehicles, including five Leylands. While Scania recorded a modest rise from 21 to 27 K-series coaches during March, DAF Bus' SB range swept away any lingering doubts about the long-term future of DAF NV with a staggering registration leap from 16 to 62.

The Dennis Javelin maintained its position with deliveries of nine coaches, including four short-wheelbase versions. Among the other suppliers Kassbohrer registered 16 Setras compared with two during March 1992 and full year figures of 18 in 1991 and 23 last year. Year to date Bova figures increased to eight with two March Futura deliveries and nine MAN 16.290s claimed 3.4 per cent of the full-size coach market.

Bus registrations for March are up 50.6 per cent with Dennis taking 46.9 per cent of the first quarter as Volvo improved its market

share from 14.8 per cent to 29.5 per cent. Although no Olympians were registered last month as production switched from Workington to Irvine, sales of the Leyland-badged product remained at 43. First deliveries of B10B increased by 17 to 22 and bus-bodied B10Ms now total 47 compared with five at this stage last year.

While DAF SB220 registrations show a marginal increase from 30 to 33, other full-size single-deck deliveries reflect improved confidence in the bus sector. Of 153 vehicles delivered Dennis Lance represented 26 per cent, DAF SB220 15.7 per cent and Volvo B10B 14.4 per cent.

Observers expect the coach market to shrink over the next few months as it readjusts to compulsory roll-over on all new coaches built on or after October 1, 1992 and registered on or after April 1. It affects vehicles which are capable of more than 60 mph, have a GVW in excess of 7.5 tonnes, and have more than 16 passenger seats.

## COACH AND BUS

### Merger puts heat on BTA

A MERGER between two bus advertising companies has turned the heat on market leader BTA which sells for around 7,000 buses in a £25 million market.

The Bus Advertising Business, formed from the rump of Primesight last year, has paid around £250,000 for a 50 per cent stake in Metro-Transad to form the country's second largest bus advertising business - a new company called Metrobus Advertising.

Metro chief executive Tom Goddard is chairman and TBAB managing director Terry Dyer is chief executive. Mr Dyer says the market has traditionally been undersold and should double in value.

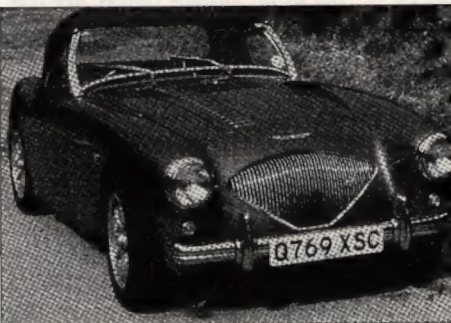
## COACH

### Firm to build production sports cars

A SCOTTISH coach operator's kit car company is poised to start building production sports cars.

The success of David Haldane's HD100 project - launched five years ago with engineers Brian Harrison and Alastair Scott - has allowed Haldane Developments to expand to the production line with a factory at East Kilbride.

David Haldane first got involved when he was asked to fund development of the Sierra-



Haldane Developments' HD-100

based Healey 100 lookalike car. The idea caught his imagination and the first semi-monocoque chassis together with panelling and running gear were being sold to the Q-registration market.

"Parts of the body shell are actually moulded from the Healey car, but the engine and running gear are from the Ford Sierra, using the two-litre double overhead cam injection engine," Mr Haldane told Coach and Bus Week. "The car handles beautifully - better than my own Morgan."

Haldane Developments is now seeking the new type approval for low production, and is expecting confirmation by July. The result will be HD100s rolling off the production line at the rate of four a month, supplied complete with 'L' registration by August. Production of the £18,000 cars is hoped to reach ten a month within two years.

David Haldane has now stepped down from active management of the company to concentrate on running his fleet of eight coaches and four buses, retaining a shareholding in Haldane Developments.

## COACH AND BUS

### UK company for Leyland DAF

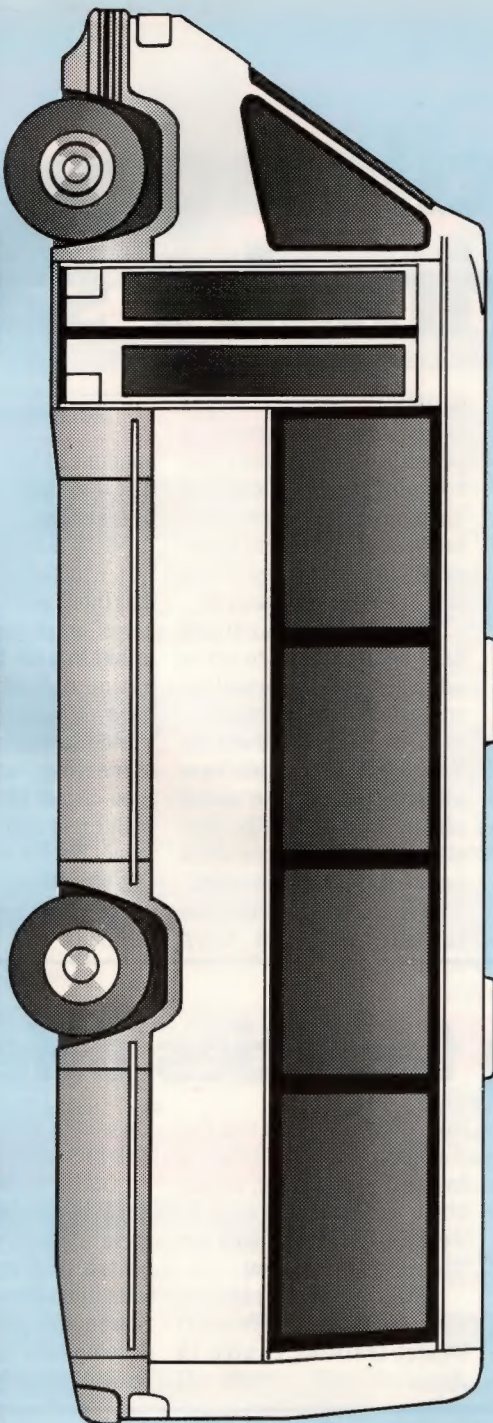
LEYLAND DAF's joint administrative receivers and DAF Trucks NV have established a new sales company, Leyland DAF Trucks Ltd, to market DAF trucks built in Eindhoven and trucks built in the Leyland assembly plant. The move is geared towards securing the Leyland DAF presence in the UK pending a permanent solution.

A Letter of Intent between DAF Trucks and the Leyland management buy-out team has been concluded subject to the MBO successfully acquiring the Leyland assembly business and to satisfactory contractual arrangements for the sale of the 45 series truck through DAF's European network.

CBW



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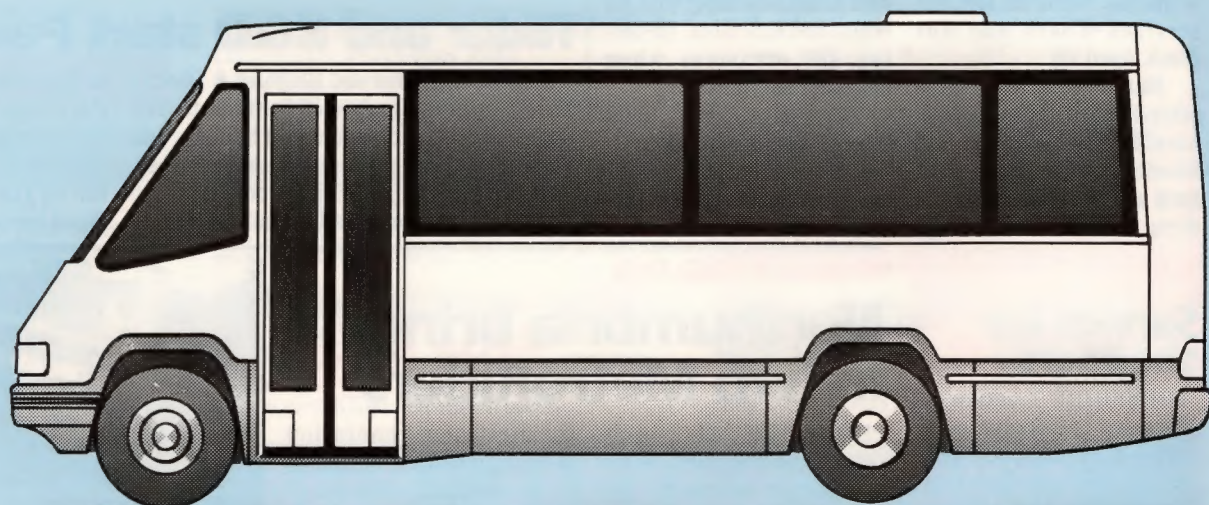


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## ■ BUS

# Councils agree on Grimsby sale

GCT - agreement to sell in principle

GRIMSBY and Cleethorpes councils have agreed in principle to sell their bus company after outline agreement was reached between officers and councillors of both bodies (*Coach and Bus Week*, February 6).

Coopers and Lybrand have been engaged to act as advisers and to formulate suggested plans of action.

The decision follows the Treasury's new guidelines allowing councils to spend all the sale proceeds, providing the sale is concluded before the end of this year.

No formal instructions to sell have yet been

By Andrew Jarosz

announced but it is believed that a decision on this will be taken soon.

GCT managing director Les Warneford confirmed that there were a good number of employees interested in bidding for the company, but no definite proposals have yet been made. "The workforce has had a number of meetings, and there is a good degree of interest from both them and the management. We are still looking at the situation and it is too early to say what might be decided."

## East Lancs Lances delivered

LATEST deliveries to Grimsby Cleethorpes Transport are four of the first East Lancashire-bodied Dennis Lances with an unusual combination of long wheelbase and short rear overhang to GCT specification.

GCT which has standardised on double-deck Dennis Dominators since 1989, has a single-deck fleet of only 12 vehicles, but chose the Lance

because there were operational opportunities for double-deck replacement.

GCT managing director Les Warneford denied that company policy was to switch to single-deck replacements. "In this instance it was horses for courses, and we found that certain workings on our Cleethorpes to Laceby Acres service could stand smaller vehicles," he said.

The Lances are powered by Cummins engines with ZF transmission and are a fraction under 11 metres long.

The bodywork seats 45 with room for 22 standees and features a split step entrance and flat floor leading to a single step into the rear of the vehicle. Back-to-back seating over the wheelarches eliminates the need to raise the floor further.

## ■ BUS

## Moorland refers PMT to the OFT

GRAHAM Shaw, the owner of the small Werrington, Stoke-on-Trent, bus operation Moorland Rover, has accused PMT of dirty tricks and referred it to the Office of Fair Trading.

PMT had made complaints which led to Moorland losing its authorisation to operate two of its five bus services (*Coach and Bus Week*, April 10).

But, together with three other Potteries-based companies, Knotty, Scraggs and Stoniers, Moorland has hit back at PMT complaining of dirty tricks. They allege

PMT shadowed rival services; blocked bus station stands at Newcastle-under-Lyme; ran without destination displays; and its drivers raced to stops ahead of the competition.

West Midlands deputy traffic commissioner Roger Seymour heard that Moorland failed to comply with its registered timetable, including 482 occasions when buses did not run at all.

The firm has been banned from registering further services for four months and must repay £1,200 in fuel duty rebate.

## ■ COACH AND BUS

## Training facilities offered

GREATER Manchester Buses' driver training facilities have been opened up to individual applicants, in recognition that the recession has forced many people to try to acquire new skills.

The facilities, which include the skid pan featured in the improved driv-

ing skills test (*Coach and Bus Week* April 3) also include a humped back bridge, roundabout and reversing area, as well as a fork-lift area for trainees to practise on.

Training takes place at the company's Bennett Street training centre in Ardwick and covers all

classes of PCVs, LGVs and fork-lift trucks.

GMB's training manager Ian Wilson claimed that, in certain cases, people could be trained up to passing tests in under a week at very reasonable prices. "Career development loans may also be available," he said.

## ■ BUS

## Rider and K&D start Pennine routes

YORKSHIRE Rider and Keighley & District have started a number of Pennine tourist routes which continue on most Sundays and Bank Holidays throughout the summer. K&D's "Bronte Rail Link" connects the Keighley and Worth Valley Railway station

at Haworth with the village and the Bronte Parsonage and there's an improved timetable on the Todmorden to Keighley via Hebden Bridge service. Rider has re-introduced the Hebden Bridge to Blackshaw Head service via Heptonstall.

## ■ BUS

## Service for shoppers

YORKSHIRE Traction of Barnsley is introducing a twice-daily shoppers' service from Doncaster to Manchester which will run on Wednesdays, Fridays and Saturdays. Linking Doncaster, Goldthorpe, Barnsley and Penistone, the service will allow plenty of time for shopping or sightseeing. Special return fares will be available.

## ■ COACH AND BUS

## Northumbria brings in lwb MetroRiders

PROUDMUTUAL subsidiary Northumbria Motor Services of Newcastle has introduced four long-wheelbase Optare MetroRiders on the Newcastle to Whitley Bay service as part of its policy to upgrade services route by route.

The 28 seaters have a wide body, fastflow entrance and coach type seats and are

the first new generation MetroRiders to be delivered to the company, although 50 shorter types were purchased in 1988.

MetroRiders, Deltas and Olympians built by Optare are operated both by NMS and its sister company Kentish Bus, with nearly 60 buses built in Leeds now in service.

CBW



Northumbria upgrading services route by route





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## DAF

### 1988 (E) DAF SB3000 - JONCKHEERE P599

51 reclining seats + courier, centre sunken toilet, continental door, fridge, Nomad coffee machine, video, radio/pa/cassette, double glazed, blinds to side windows, decorative curtains, Current MoT.

### 1989 (G) DAF MB230 - CAETANO ALGARVE

49 seats + courier, **SOLD** sunken toilet, continental door, double glazed, curtains to side windows, radio/pa/cassette, cool box etc. 2 pack acrylic white, MoT Sept '93.

### 1986 (C) DAF MB230 - PLAXTON 3500

51 seats + courier, radio/pa/cassette, curtains, MoT April 1994.

### 1983 (P.P) DAF SB 2300 -

BERKHOF ESPRIT, 53 seats + courier radio/pa/cassette, power door, curtains NEW MoT APRIL 1994.

## DUPLE 425

### 1988 E DUPL 425 -

CUMMINS L10, 7 SPEED MANUAL GEARBOX, 51 reclining seats + courier, centre sunken toilet, fridge, drinks machine, continental door, choice of two, MoT's 23/12/93 & 6/1/94.

### 1988 E DUPL 425 -

CUMMINS L10, AUTOMATIC GEARBOX, 50 seats + courier, rear sunken toilet, continental door, fridge, drinks machine, MoT 3/1/94.

## NEOPLAN

### 1983 (P.P) NEOPLAN-SKYLINER

MERCEDES **SOLD** V10, 77 retrimmed seats + courier, toilet, fridge, water boiler etc. - current MoT.

### 1984 (A) NEOPLAN-SKYLINER

MERCEDES V10 - ZF MANUAL, 77 retrimmed seats + courier, toilet, fridge, water boiler etc. - current MoT.

### 1985 (P.P) NEOPLAN-SKYLINER

MERCEDES V10, 77 seats + courier, toilet, fridge, water boiler etc. - current MoT. **SOLD**

### 1986 (C) NEOPLAN-SKYLINER

MERCEDES V10 - ZF MANUAL, 75 seats + courier, toilet, fridge, water boiler etc. - current MoT.

### 1987 (P.P) NEOPLAN-SKYLINER

GARDNER 6LYT - ZF AUTOMATIC, 77 seats + courier, toilet, fridge, water boiler etc. - current MoT.

### 1987 (P.P) NEOPLAN-JETLINER

SCANIA K112 - MANUAL, 49 seats + courier, continental door, current MoT.

## LEYLAND

### 1989 (F) LEYLAND - TIGER

(CUMMINS L10 - 250), ZF MANUAL GEARBOX PLAXTON 3200, 53 recliners + 4 standees, double glazed tinted blinds to side windows, radio/pa/cassette, Telma, ABS & chassis autolube, 5 identical vehicles available, excellent value & condition, MoT's from Nov '93 to Feb '94.

### 1987 (D) LEYLAND - TIGER

(TL-11 260), JONCKHEERE P50, 6 speed ZF (splitter), 50 rec seats and courier, N/S rear toilet, curtains, radio/pa/cassette, MoT June '93.

### 1986 (C) LEYLAND - TIGER

(TL-11 245), PLAXTON 3500, 6 speed ZF, 53 rec seats and courier, continental door, curtains, radio/pa/cassette, pannier lockers, MoT March '94.

### 1982 (X) LEYLAND - TIGER

(TL 11 - 218), PLAXTON VIEW MASTER (EXPRESS DOORS) 53 seats recently re-trimmed current MoT.

### 1981 (W) LEYLAND - TIGER

(TL 11 - 245) - SP, 53 reclining seats, PLAXTON 3500, soft trim, **BOTH SOLD** choice of two (one retrimmed seats).

### 1979 (T) LEYLAND LEOPARD

PLAXTON SUPREME (EXPRESS). Semi-automatic, 49-seats, choice of two, MoT 6/1/94.

## SCANIA

### 1991 (H) SCANIA K113

PLAXTON 3500, Telma, 49 seats + courier, centre sunken toilet, continental door, TV monitor and video recorder, radio/PA/cassette, Eberspacher, MoT 1994.

## TOYOTA

### 1989 (G) TOYOTA - OPTIMO

(6 cyl), 18 seats, curtains drinks facility, power door, current MoT.

## VOLVO

### 1990 (G) VOLVO B10M -

CAETANO ALGARVE (low driver), 57 seats, continental door, radio/pa/cassette, toilet fitting optional, current MoT.

### 1989 (F) VOLVO B10M -

VAN HOOL Alizee 'H', 6 speed ZF, Telma, 49 reclining seats + courier, footrests, centre toilet, double glazed, continental door, radio/pa/cassette, current MoT.

### 1987 (D) VOLVO B10M -

PLAXTON 3200 (low driver), Telma, 53 Vogel seats and courier, double glazed, curtains, radio/pa/cassette, part pannier lockers, MoT 1994.

### 1983 (Y) VOLVO B10M -

DUPLE LASE **SOLD** dio/pa/cassette, power door, current MoT.

## MINI-BUS

### 1989 (G) TALBOT EXPRESS MINIBUS

(3 axle) 22 bus **SOLD** power door, destination blind, current MoT.

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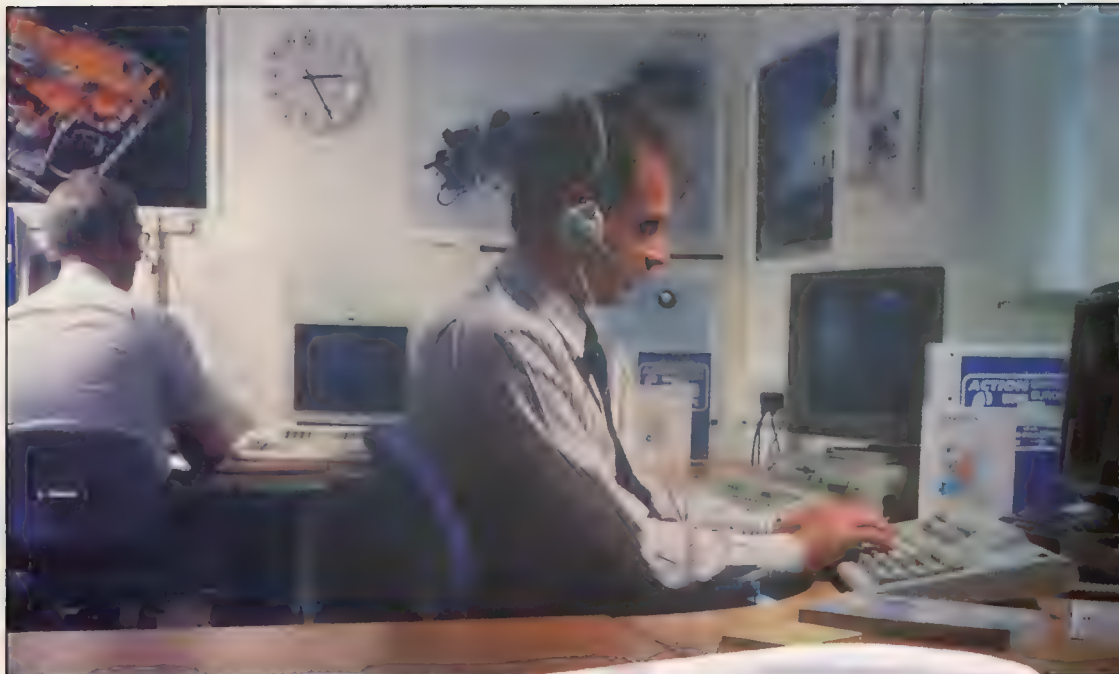
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Expressliner number 200 delivered

## COACH

# Central takes Expressliners

By Mark Williams

WMT coaching-arm, Central Coachways, has taken four Expressliner IIs to use on the National Express Birmingham-London service.

The vehicles, including the 200th Expressliner-branded coach from Roadlease, are the standard Volvo/Plaxton Premiere vehicles to Rapide specification. Central Coachways also runs its own LondonLiner

express service, but cut it back last year when it began working for National Express.

Recently the Volvo/Plaxton Expressliner stranglehold has been broken. Amberline has a DAF/Van Hool, Northumbria two Bovas and Shaw Hadwin a Volvo/Van Hool.

## COACH

### Injured driver appeal fund: Thanks to all

LONDON Coaches has publicly thanked operators who contributed to its appeal fund after a coach crash disabled driver Peter Wright.

The fund now stands at £18,000, some of which has been used to equip Peter's home with modifications which aid his mobility. The latest addition is a top-of-the-range Mangar Freestyle wheelchair, presented by colleagues at Wandsworth last week.

"His strength of will, indomitable spirit and sense of humour, together with the support of his family, friends, colleagues and so many other well-wishers from all over the world have obviously helped greatly over the past five months," said London Coaches marketing manager Ian Faris.

## BUS

# Convoy to launch group's Clean and Green Bus Guide

A CONVOY of environmentally-friendly engined buses in London will launch the National Federation of Bus Users' Clean and Green Bus Guide.

The independent passenger pressure groups' guide is being produced with help and support from Scania (GB) and technical advice from the Bus & Coach Council. It will be released in June as a contribution to Green Transport Week.

"We want to draw attention to the efforts being made by bus companies to ensure that their vehicles are clean inside and out and do the least possible damage to the environment," said the federation's chairperson, Dr Caroline Cahm. "In this way we hope to encourage good

practice and strengthen the argument in favour of travel by bus as an effective way of beating traffic congestion and pollution."

Bringing together reports of good environmental practice from bus operators, the NFBU guide has already received contributions from London Buses subsidiaries.

Others include: Go-Ahead Northern; Busways; Trent Buses; Bristol Cityline; Blackpool Transport; Reading Buses; Brighton & Hove; Crosville Wales; Maidstone & District; and People's Provincial.

Companies who have agreed to send contributions are: Stagecoach South; South Wales Transport; Grampian Transport; Thamesdown; Kentish Bus and Yorkshire Rider.

"The response has been encouraging but we would very much like to hear from other companies interested in sending a contribution to the guide," added Dr Cahm.

The reports should contain basic details about the size of the company and its area of operation - as well as its aims on green issues, what it is doing and what it plans to do. This should include information on vehicle improvement programmes, fuel used, cleaning procedures, maintenance, checks on emissions and driving standards.

● Contributions should be sent to Dr Caroline Cahm, National Federation of Bus Users, 18 Little Southsea Street, Southsea PO5 3RS, or tel: 0705 814493.

## BUS

# First with Volvo Greenways

BLACKBURN Transport has the first National Greenways fitted with Volvo engines. The Lancashire municipal has followed the Greenway route with six

10.3-metre and two 11.3-metre vehicles. Engineering director Peter Iddon said: "Even though we have never operated any Leyland Nationals I feel we know

this vehicle inside out due to our involvement with East Lancs Coachbuilders on mechanical work on a number of Greenways. "We feel the whole concept provides a good economical vehicle ideal for our needs.

"We decided on a Volvo engine on two counts; the standard Greenway Gardner engine is an engine we have had no dealing with, and the Volvo engine is widely used in our coach and single-decker fleet."

Rated at 180 bhp, the Volvo THD100E engine is coupled to a pneumocyclic gearbox.



Experience favours Volvo engine

## COACH

# DAF for Perrett

FAMILY coach firm, Perrett of Shipton Oliffe near Cheltenham, has taken delivery of its first rear-engined coach to replace an eight-year-old Bedford.

The Caetano-bodied DAF SB2700 has reclining seats and other features for upmarket private hire and British tour work.

Brian Perrett told Coach and Bus Week that it was the company's third DAF

coach and had impressively more pulling power than earlier vehicles.

He said: "The logical place for the engine is at the back of the coach and it becomes far more accessible for routine maintenance."



DAF: Impressive pulling power



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 1989 (F) LAG PANORAMIC DAF DKV 290 hp. Telma retarder, Webasto, 49 reclining seats, courier seat, centre toilet, continental door, 2 x TV/video, boiler, fridge, bunk, double glazing, carpets and curtains, air conditioning. . £72,500  
 1988 (E) LAG PANORAMIC. as above, inc air conditioning. . £58,000  
 1987 (D) SCANIA K112 PLAXTON 3500. Telma retarder, 51 seats, centre toilet, video system, water boiler, double glazed with curtains, steps and cont. door. . £55,000  
 1986 (D) DAF MB 200 DKFL VAN HOOL ALIZEE. 48 recliners, centre sunken toilet, cont. door, boiler, courier seat, video. . £51,500  
 1987 (D) LEYLAND TIGER 260 DUPL 340. 48 recliners, rear sunken toilet, boiler, fridge, video, cont. door. . £44,000  
 1986 (C) VOLVO B10M CAETANO ALGARVE. 49/53 seats, centre toilet, courier seat, blinds, continental door. . £42,950  
 1985 (C) DAF SB2300 DHS PLAXTON PARAMOUNT 3200. 47 recliners, centre sunken toilet, single glazed. . £39,950  
 1984 P/P DAF MB 200 DKFL VAN HOOL ALIZEE. 48 recliners, rear floor mounted toilet, servery with fridge & boiler, blinds & curtains, carpets, courier seat, video £43,000  
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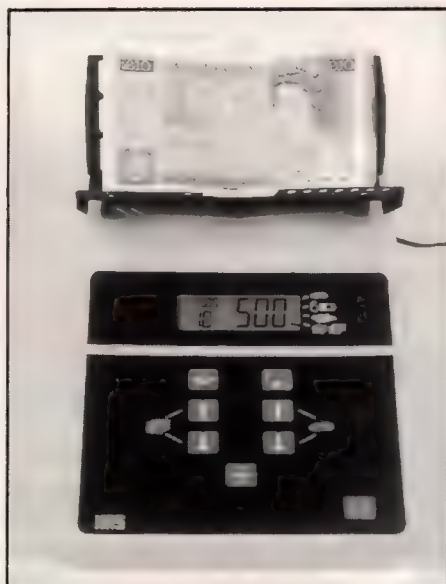
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**L**AST week's takeover of Fareway Passenger Services by MTL Trust Holdings has been billed both as a confident gesture in buying out a competitor, and a rescue of a company which was foundering financially.

In reality it was neither. Just as the four former Merseyside PTE drivers had seized a market opportunity in 1986 to set up a new company, so in 1993 did MTL take its market opportunity to absorb a competitor in legal difficulties, which was nevertheless making more profits than Merseybus itself.

Of the new bus companies that started up after deregulation, well over half have fallen by the wayside. Of those formed by former drivers, who then competed against their old employers, very few survive.

This in itself makes the progress of Fareway even more remarkable, set

against the background of Merseyside, where very few operators are actually making real money, and most are hanging on for survival.

Peter Coombes, md of Merseybus, at one time summed the situation up in simplistic terms. "Putting it brutally, as the recession forces companies to the wall

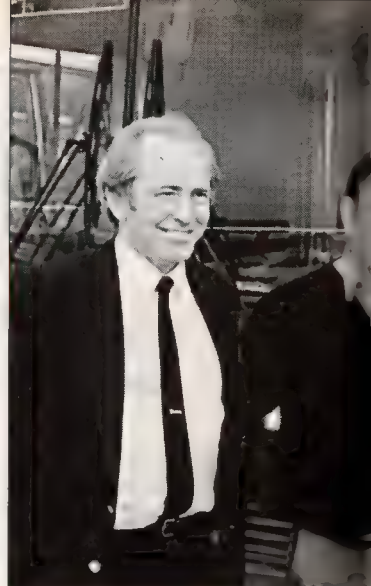
it can't get any worse."

Nevertheless, the unending succession of recessions hit one operator after another with a whole series of collapses, withdrawals, cuts and retrenchments starting with the closure of Crosville in Liverpool in January 1987.

It took more than optimism for the four drivers to resolve to set up on their own - they instinctively believed that they could offer a better service, and feared the uncertainty that would arise through staying with a company that was cutting heavily. During 1986, Merseyside PTE had to prepare to cut £40 million of subsidies and 2,000 redundancies were signalled.

The partners took their redundancy money, studied for their CPCs and set up the company, which would stick to traditional routes, build up an image of reliability and go where the passengers

**Andy Jarosz looks at the story behind MTL's takeover of Fareway - which was originally set up by four former PTE drivers**



**More profit than Merseybus**

one by one, Merseybus aims to hang on to be the last!" he said.

The spirit of Merseyside is one of eternal optimism. As one bus company director put it: "When an area has been pushed this far down,

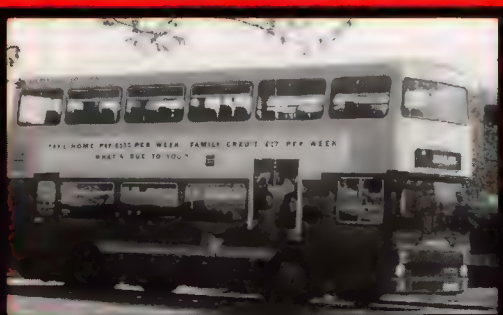
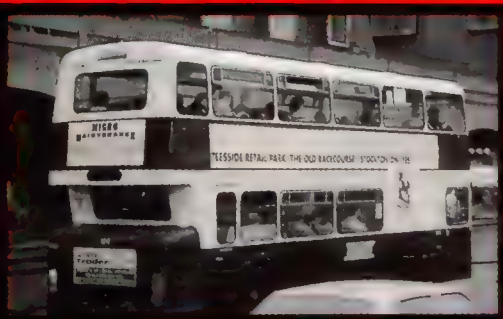
## Making the market opp

were. With hands-on management expansion was steady but continuous and, within two years, the company had built up turnover to £4 million, passengers to nine million and the fleet to 70 very tidy double deckers.

Loyalty from the passengers of Kirkby soon devel-

oped, as the partners built a network of straightforward reliable routes to Liverpool, with better frequencies than Merseybus. Their competitors responded with low fares and identical routes but failed to loosen Fareway's grip of the market.

Investment also flowed



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Left to right:  
Eddie Clarke,  
Alen Burrows,  
Martin Taylor  
and Norman  
Hipshaw

## e most of a portunity

into the company. Premises were expanded, computers and Wayfarer ticket machines were introduced and, by late 1988, ten new Leyland Olympians were purchased.

Priorities centred around essentials. Drivers were paid a good starting rate,

had uniforms and canteen facilities as well as a pension scheme. Buses were refurbished before entering service. The partners felt that having been drivers for up to 15 years made them better employees.

"Our drivers feel part of the company and knew they

would share the success, which is built on reliability and service, not on the back of low wages," said md Martin Taylor.

If all the partners had maintained the same loyalty, Fareway would have been unstoppable, but the board split in August 1990, and Messrs Burrows and Clarke started to disengage themselves from the company.

Fairly soon it became obvious the two wished to sell their interests, but in a depressed market, there were no takers at their price.

The internal differences continued long after the two partners left the company in the charge of Messrs Taylor and Hipshaw, who were unwilling to pay the asking price for the other half of the company.

Both financial and operational stagnation set in. The expansionist period ended, and profits dipped

from over £150k in 1989 to £70k in 1991. One school of thought suggests that there is little value in building up a company for the benefit of unwilling partners, but it is certainly clear that, by 1993, the recession had finally caught up with Fareway.

This year's profit on a turnover of £5 million is

date their shareholding.

Mr Taylor described the choices as stark. "MTL gave Fareway the brightest future and it also had the most to gain. We could offer them a commercial outlook, which they'd never had," he said.

"Above all, we had to safeguard the future of the company and its employees.

You don't spend six years of your life developing a company to watch it being dismantled," said the man who now sees exciting opportunities ahead. MTL would do well to recognise that, during the six years in which Mersebus lurched from crisis to crisis, Fareway was living in the real world, making profits and setting up a professional operation.

Balance sheet economics might not have given Fareway a strong future, but hands-on management by men who knew the business proves that living at the sharp end can work. **CBW**



Buses were refurbished

expected to be slim, partly because of the loss of concessionary fare support for the extension of cheap fares into the peak, and partly through legal costs which resulted from legal moves by the two absentees to liqui-

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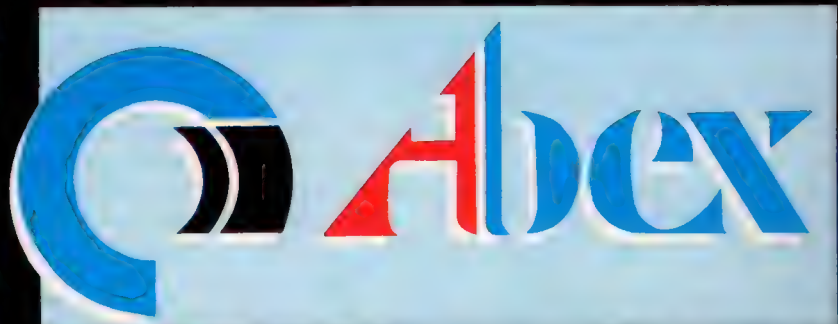
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# Must we give notice of a route change if a road is only temporarily closed?

**Q** Obviously, notice does not have to be given to vary a registered bus route if part of it suddenly becomes closed to traffic. But does this apply when prior notice is given of a road closure? We have experienced this on our routes when level crossings have had to be relaid and for major sewerage pipe laying work.

In both cases, we have had more than 42 days notice that roads are to be closed and, in the case of the sewerage works, the closure was for several weeks. Should we have registered the route alterations that we were forced to make?

CK, Nottinghamshire

**a** Regulation 9(d) of the Public Service Vehicles (Registration of Local Services) Regulations 1986 permits the route of any registered service to be varied without notification "to the extent required to comply with any temporary prohibition or restriction on the use of any road". The regulations do not define the meaning of temporary, but it might reasonably be assumed to mean anything other than a permanent closure.

The sort of closures you describe would seem to fall within this definition. Consequently, no notification has to be given to either the traffic commissioner or the relevant local authority.

The fact you knew of these particular closures some time in advance is immaterial as the regulations do not differentiate between emergency and pre-planned road closures.

**Q** I have been a PCV driver for several years. I have gained a CPC and I am planning to start up on my own. Would you advise me to trade in my own name, or set up a limited company?

SW, London

## QUESTIONS & ANSWERS

Questions on any aspects of coach or bus operation giving you problems should be sent to: **Marksmen, Coach and Bus Week**, Wentworth House, Wentworth Street, Peterborough PE1 1DS or fax 0733 62656

**a** I am not qualified to answer this question in so far as it affects finances and taxation.

Indeed, my advice is that, as you will need an accountant eventually, it will be better to engage him sooner rather than later to advise on this (and other) financial planning decisions you will need to take before commencing any venture.

You, and your accountant, should, however, remember that, if you decide to see how it goes for a while before taking the step of incorporation, the change of legal entity from a sole trader to a limited company would mean that the operator licence would have to be sought by the company.

Operator licences are not transferable and, as you will be aware as a CPC holder, the traffic commissioner has to be satisfied about several matters before granting a licence.

This could involve further inspections of your premises, facilities and vehicles and entail extra work producing profit projections and information on other financial matters.

All other things being equal, this is a factor which may influence you to start off as you plan to continue.

**Q** TV venues always help sales. Now that Dr Finlay is back on television I would like to include the real Tannochbrae in my Scottish tours. Can you tell me where this is filmed?

DT, Tyne & Wear

**a** Not much more than a good day trip for you! Auchtermuchty, on the A91 in Fife, only about 20 miles from Forth Bridge, is the home of the reincarnated Dr Finlay.

**Q** I am an owner driver, with just one coach. I have contract work throughout term times and all the rest of my work is private hire, ie I do not do any excursions and tours of my own. But for three group organiser customers I do book hotels for them and their groups and provide the coach transport.

Do you think that doing this only three times a year is occasional enough for me not to have to worry about the new EC Regulations? It really isn't worth my while doing these three tours if I have to comply with a lot of red tape.

HJR, Suffolk

**a** There is no-one who can give you an authoritative answer to this.

It is likely that the word occasional will have to be decided by the courts in a test case.

If occasional was considered by a court to be the opposite of frequent, three times a year might just scrape by.

But it could be taken to mean something that was irregular, in which case the fact you make these package arrangements each year might be decided to be other than occasional.

There is another aspect too: would the courts see a group arrangement as just one package, or is what each passenger enjoys a separate package?

Although those involved in the charter of coaches, planes etc might find it convenient to think that one bulk movement of people is only one package, the regulations apply just as much to packages created for individuals; for example, by a travel agent who books a flight and some accommodation for a single customer or family group.

It is not therefore, beyond the realms of possibility that a court might decide that making the package arrangements for a coach group was not one package, rather that it comprised 40, 50 or more individual packages.

A decision along these lines would have a radical effect on what was meant by occasional.

I am afraid that all you have for asking one question is three or more questions thrown back at you.

Answers I have not to this one, but advice I can give: It would be very costly to be the guinea-pig in any test case that sought legal answers to these issues.

I cannot, therefore, recommend you to place any reliance on the hope that what you are doing would be classified as occasional.

**MARKSMAN WILL ANSWER MORE QUESTIONS ON MAY 1**



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## Shape of things to come

**A**MONG the many wizard wheezes perpetrated on the public on April Fool's Day was Pavilion's Motorway Toll scam.

This prank involved stopping all drivers on their way out of the Forton Services on the M6 at a barrier, and asking them to pay 50p to get back on the motorway.

The whole thing was supported by Granada reporter Paul Crone, who stood at the barrier collecting the dosh.

"It worked like a dream," said Ian Malloch, Forton Pavilion's general manager.

"We have got a reputation for introducing a touch of style and

fun to the major roads of Britain and, thankfully, all motorists who were stopped saw the funny side."

The bitter irony is that Pavilion's jolly jape has pre-empted Government policy.

It shouldn't be long before John MacGregor's boys from the DoT are out there rattling the tin as the new road-pricing swindle gets under way.

We predict this will be as popular as a poll tax for homeless lesbian priests.

Indeed, Mr Crone deserves credit for risking his health. There's a coach driver we know whose answer wouldn't have included any words...

## This could only happen in the USA, couldn't it?

**I**T is often believed that we take our cultural lead from happenings across the Atlantic, but "we ain't seen nothing yet" if two news stories in a recent edition of *Buses Worldwide* are anything to go by.

"Incredible as it may seem, bus theft is common in parts of the USA, and particularly in the north-east where it is not unknown for the thief to operate the bus himself, sometimes for several weeks and for profit!

Hi-jacking is not unknown either and, as might be expected, has sometimes led to the death of the hijacker when police decided to use their guns to stop him."

In one reported case the bus thief, who pleaded guilty to fare evasion and theft of the transit authority's property, received a 10-day prison sentence.

"However, the theft for which he paid the penalty was not of a bus but of a transit employee's identification card which he had used to get free rides."

And now for the sublime. Auto-bus started an amazing coach tourism concept 19 years ago.

"The firm carries passengers from Massachusetts, Ohio and other northern states as well as Canada down to Florida for the winter months." Nothing unusual in that until you learn that trucks are used to carry the passengers' cars.

The Auto-bus fleet comprises 12 coaches, including two Neoplans, and 10 tractor units and 12 trailers. "Business is obviously good as witness a recent order for six of the newly-introduced 45-foot MC102DL coaches."

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## COACH AND BUS WEEK 17 APRIL 1993 21





If a coach livery is successful it turns heads

**W**HEN the Brighton rally entrants line up on Madeira Drive the pride of the British coach industry will be on display.

Yet despite this annual parade of the latest in coach technology, the gleaming panels and spotless interiors, there is a feeling operators lack imagination and courage when it comes to livery application or choice of moquette.

Call it unjustified on cost grounds if you like, but you must confess that the vast expanse of metal which surrounds your average high-liner lends itself to something more than plain white with little more than minimal relief together with the owner's name.

If a coach livery is successful, it turns heads. Attracting attention is what successful image is all about. So why not spend a little time producing something different?

Picture for a moment those highly skilled air-brush paint jobs loved by the motorcycle fraternity. Fuel tanks adorned with tasteful (or not so tasteful) murals portray pride of ownership and instill a fascination which attracts a wider public appeal.

Truck owner-drivers form another special group who delight in adding more and more refinements to their pride and joy. This in turn has produced some fantastic, yet expensive, paint jobs. Just a brief survey of the average truckfest parade exposes the quality and refinement of some of the best exponents of the coach painter's art.

Picture for a moment a coach given this same airbrush treatment. Let your imagina-

tion run away for a moment (just put the cost to one side) and consider what you would like to convey to the travelling public.

Would it be triple stripes with Starsky and Hutch kick-up at the back or could you convey in visual form something about your company? Maybe it is what your company does or how it seeks to do it, or could it be something with an emphasis on the features of the vehicle?

From such flights of fancy you come back to earth. Paintwork costs money and from time to time it gets damaged. The price of turning your coach into an art form could be very high. Consequently you need a good excuse if you seek to indulge yourself in this way.

Chris Langson, manager of Clevedon Motorways, Avon, has perfect justification with a 12-year-old Neoplan Cityliner. It happens to be the first Cityliner in the UK, the coach he drove when new, and it has proved itself year in year out on the hard slog of transcontinental shuttle work.

No small co-incidence then that Clevedon trades as Trans Continental for its European work. Equally it was no surprise that, by the end of 1992, the Cityliner was showing signs of age. However, Chris Langson had glowing tributes for this workhorse. "It's always been clean, tidy and reliable. During 12 years it has only broken down twice and it still has

**Mike Morgan takes a new vehicles to put a hi Cityliner through it exclusively for ski completely refurbish paint job to produce rides like new desp**

## Just fo

the original gearbox and engine after 1,000,000 kms."

To replace or refurbish became a pressing question. While logic may have pointed towards a new coach, there was an emotional pull which finally won the day.

The coach in question was very much a known and respected tool. Its maintenance record was well known and the Mercedes-Benz engine was performing with the zeal of a youthful three year old.

If logic pointed towards replacement, there was still a persuasive argument which stemmed from the mechanical and structural condition of the vehicle. A 1982 Neoplan is different from a 1993 example but, surely, with new front panel, new rear and re-trimmed interior there would be little to choose? After all, the fundamental Neoplan look has remained unchanged.

Chris Langson added another dimension



The masterstroke was not the date



break from road testing  
highly distinctive Neoplan  
paces. Used almost  
rips, the coach was  
d and given a 'custom'  
vehicle that looks and  
e being 12 years old

# r snow



Inspiration came from its prime use

to the debate. "If we spend £15,000 on a coach worth £35,000 we may never get that money back. But what could we buy for £45-50,000?"

The decision was made and the coach booked in at Carlton PSV during the quieter winter period. Off came the front and back. Side panels were straightened and the new look added before a coat of virgin white paint. Meanwhile out came the seats for retrim by South Coast Trim of Southampton who also relined the roof, retrimmed the racks and generally tidied up the interior.

So far nothing remarkable. In the process the Cityliner lost its rear window, gained new side mouldings and took on the look of the latest Neoplan product. Fundamentally it was still the same coach.

The masterstroke was not the dateless registration, but the special treatment given to those resprayed panels. Inspiration came

from the prime use of the Neoplan throughout its working life.

Ski work has been its forte. There might even be something in the belief that the vehicle could find its own way across Europe. Just shout Austria into the tachograph and off you go.

So over to N-sign of Clevedon for the skilled application of an alpine scene. The result was snow-covered mountains surrounding a lake reflecting the deep glow of a winter sunrise.

The impact of this basically simple formula is staggering and the quality of finish immaculate. Neoplans tend to turn heads anyway. A high window line with sharply radiused glass ensures the look is different - and provides maximum scope for the airbrush artist.

There is no doubt that the effect of an alpine scene running round three elevations of the bodywork is quite simply stunning. How many coaches have a beautiful rear end?

## Passenger Impressions

Make no mistake. This coach is a working vehicle. It is not a show vehicle covered in dust sheets for 364 days a year.

The day after this *Coach and Bus Week* road test it was off to Amsterdam for a weekend tour. Chris Langson said: "It was surprising how many people stopped to turn round and have a second look. The people on the trip were really chuffed that the tour company had provided such a coach. They thought it was brand new."

Noise levels are better than some of the latest generation coaches, though underfloor insulation has suffered over the years so that the characteristic Mercedes-Benz V8 burble is distinctly audible to rear-seat passengers. Nevertheless the noise meter did not flicker above 72 dB(A) and fell to a very commendable 68 dB(A) amidships

and stayed at 71 dB(A) in an amazingly draught-free cab. Even the plug door fitted perfectly.

Ride quality from Neoplan's independent front suspension was consistently very good, making it difficult to appreciate that advances have been made during the intervening years. Add to this a squeak and rattle-free ride together with the comfort of Neoplan's excellent broad-backed seating and you have a very appealing vehicle.

There are very few signs of wear and tear inside. No wonder Clevedon's passengers considered the coach to be new. All the reclining mechanisms were intact - evidence of the sturdy seat construction.

Age was evident around the emergency door seals and the centre sunken toilet, which had suffered from cigarette burns down the pan. The gold fleck finish in this cubicle had echoes of Odeon cinemas of the 1950s - perhaps not such good taste in 1993.

However, Teutonic thoroughness at the design stage ensured that the flush clean unit was still very presentable - even if headroom was inadequate.

Audio and video equipment was not lacking. A central forward monitor was complemented by a smaller unit over the toilet to give good viewability during those long Euro treks. Radio reception was extremely variable and the reason was not hard to find. Rather than site the aerial in a conventional place a flexible antenna was fitted to the dash - inside.

## Driving Impressions

In all honesty I did not expect the Cityliner to drive as well as it looked. After a million kilometres it is reasonable to expect some rough edges.

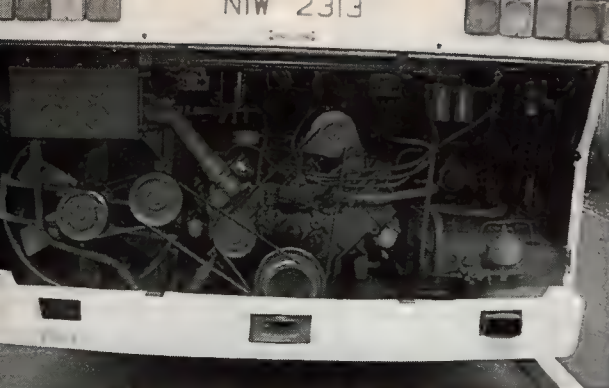
How wrong can you be?

The first leg of the test was on the motorway section where stability was excellent, steering precise and predictable, and engine tractability commendable. Performance at the top end of the rev band was very good, with the naturally-aspirated V8 pulling up to 2,100 rpm in sprightly fashion. This encouraged use of maximum revs for acceleration

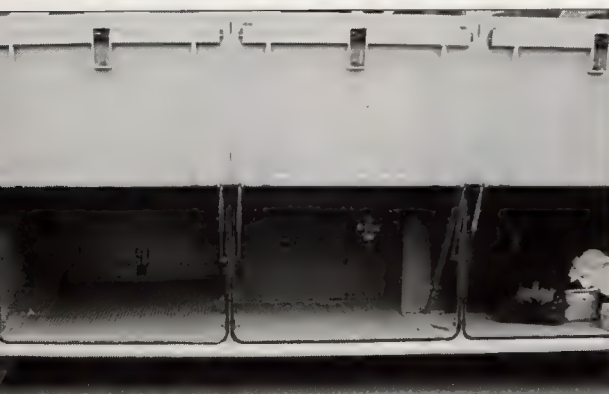


registration, but the special paint job





Sprightly V8



Integral benefits



Visual impact



As new condition

← while allowing ample flexibility around 60 mph on the open-road.

However, below 1,500 rpm pulling power was sluggish enough to make use of the positive gearchange expedient. Driving by rev counter was aided by its location directly in front of the driver. This left the tachometer centre and two banks of switch gear partially concealed by the steering wheel rim.

The foot pedals felt heavy at first. After a few miles it was clear the accelerator could be held at a comfortable angle suitable for long-distance cruising, the brake needed a firm push for a positive controlled stop and the clutch offered sufficient feel.

Although a larger lens would have been appreciated on the offside, the mirrors were well positioned without creating compromising blind spots at roundabouts.

Sun protection consisted of excellent one-piece pull-cord blind covering the top screen and, for the lower split screen, unusual sun-visors that would not have been out of place in a mid-50s American car.

Crew facilities are often the least savoury aspect of coaching. The driver's sleeping quarters were accessed through a midget-sized hatch alongside the co-driver's seat. If this rest room is to be taken seriously, that too requires refurbishment.

### Verdict

Although the visual impact of this Trans-Continental machine takes pride of place, the condition of the structure and mechanics is worthy of praise. It is a glowing testimony to the strength and longevity of an integral design that overcomes the rust-threatening ingress of water into vital structural components.

Equally impressive was the vehicle's evident resilience to passenger wear and tear. A broken spring on the co-driver seat tip-up mechanism only served to reinforce the pervading impression of the vehicle's very solid build. Apart from the complex Neoplan Klimacenter controls everything else worked - and worked well.

Add to all this an overall fuel consumption of 12 mpg and you have a convincing endorsement for Chris Langson's decision to spend money on this refurbishment - with or without the artwork.



Resilient interior



Few signs of wear and tear

### Specification

Vehicle:	Neoplan Cityliner
Body:	49 recliners plus toilet
Value:	£35,000
Engine:	Mercedes-Benz V8
Gearbox:	ZF six speed
Steering:	Power assisted
Brakes:	Front: drums Rear: drums Handbrake: spring release Exhaust brake: foot pedal operated
Suspension:	Full air system with raise and front kneel Independent front

### Dimensions

Length:	12 metres
Width:	2.5 metres
Height:	3.5 metres
Wheelbase:	6 metres
Unladen weight:	11,500 kg
GVW:	17,000 kg

### Performance

Acceleration:	0-30 mph - 13 secs 0-50 mph - 30 secs 50-70 mph in top gear - 23 secs
Fuel economy:	Average consumption - 12 mpg Motorway section - 15.67 mpg Trunk road section - 11.51 mpg Cross-country section - 10.28 mpg Total distance - 234.27 miles Fuel used - 19.49 gallons
Noise levels at 70 mph:	Front - 71 dB(A), Middle - 68 dB(A) Rear - 72 dB(A)



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Organisation of next week's Brighton coach rally is well in hand. Mike Morgan previews the 39th event

# Rally season curtain raiser

**B**RIGHTON welcomed the UK Coach Rally back to its spiritual home for 1992 after a brief three-year sojourn to Southampton. It attracted 31 entrants with Tellings Golden Miller running out as coach of the year.

This year the 39th event over the weekend of April 24 and 25 is expected to see renewed interest and a boost to entries with rally organisers quietly confident that memories of last year's driver of the year debacle will not be resurrected.

Tony Head of Reliance Coaches won the disputed top driver award by the narrowest of margins. Finalists battled it out on a rain soaked Madeira Drive and the judges awarded the trophy in error to Peter Best of band bus operator Best Tours. However, the coveted award was snatched away within minutes of the official presentation by Bus & Coach Council president Graham Smith.

Concours d'elegance judges also strug-

gled against persistent rain. They singled-out TGM's Van Hool/Volvo B10M as the rally's top coach.

Other winners included: Best Coaches - best in all classes; Ashford - top team on the road; John Butler - mini-midi driver of the year; Skinner's; Speedlink; Boon's; Cedar; Ebdons; Coliseum; Clarkes; Merlyns; Richard Osborne; Alec Best; Travellers; and M&M.

Proud TGM managing director claimed the award was down to "team effort"

TGM last won coach of the year in 1973 but, despite success at recent Southampton and Blackpool events, this was its first major prize under Midland Fox ownership.

The 1993 rally will follow its traditional pattern consisting of road section, driving tests and concours d'elegance, and an extensive trade display section.

Saturday morning's road run starts at Chessington World of Adventures on the south side of London. It is 70 miles long and is followed by driving tests on the Madeira Drive in Brighton.

In the evening the finalists will be announced at the Gala dinner/dance to be held at the Old Ship Hotel.

Sunday is devoted to the concours followed in the afternoon by the final of the driving tests. Presentation of trophies is expected to take place around 4 pm.

The rally organisers hope that the event is confirmed as a curtain raiser to the 1993 coaching season with its friendly and informal atmosphere which provides a meeting point for all sections of the industry.

For many it is seen as the perfect opportunity to view all that is new on the UK coaching scene. Cyril Kenzie - ever present since the first rally of 1955 - endorsed the return to the old venue last year. This year the latest Volvo B10M/Van Hool combination should be on display in his colours. This coach is among the first Van Hool Alizees to meet ECE R66 roll-over and is one of the first new-generation B10Ms with radiator moved to behind the nearside front wheel.

Other vehicles on display are expected to



All down to team effort

include: Coach Stop - Dennis 290 GX/Plaxton; Ashford - Dennis/Plaxton; Dickinson - Dennis/Plaxton; and Plaxton's Volvo/Excalibur demonstrator with new design of seat.

The 10-metre Dennis Javelin made its debut last year and Dennis chose Brighton to show the first example of the Alexander-bodied Lances for LBL subsidiary Selkent. Visitors to last year's show were given the first chance to see a face-lifted Van Hool Alizee in the UK. This body style has since become a familiar sight, but last Easter's show coach on top-of-the-range DAF SB3000 KS was the most expensive trade exhibit.

● For further information contact the rally organisers, Coach Displays Ltd, on 081 842 0056.



Awarded in error...



...top driver, but no trophy



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**YOUR WEEKLY  
REPORT ON  
LAW AND THE COACH  
AND BUS  
OPERATOR  
BY MICHAEL JEWELL**

## Warning unheeded

**M**AINTENANCE problems have led to the three-vehicle licence held by David Ford, trading as Phoenix Travel, of Brixham, being suspended for a fortnight by Western deputy traffic commissioner John Robins.

At the start of an Exeter disciplinary inquiry Mr Ford said he would be happy to reduce the authorisation on the licence to two vehicles.

Evidence was given by the DoT Vehicle Inspectorate that an immediate prohibition had been imposed on one of Mr Ford's vehicles in April 1992.

A delayed prohibition was issued to a second vehicle in September 1992. A fleet inspection resulting from Mr Ford's application to renew his licence led to the issue of one delayed and two immediate prohibitions.

One of those prohibitions was subsequently varied when additional defects were found when the vehicles were presented for clearance. The inspection records revealed that the declared period between inspections was not always being adhered to.

Mr Robins said Mr Ford had been given a strong warning at a previous public inquiry, in February 1992, for maintenance-related matters. In view of Mr Ford's past history, and the recent adverse maintenance report, he thought he had to take some action.

Indicating that consideration of Mr Ford's renewal application was being deferred, Mr Robins said he would recommend that it be granted in respect of two vehicles for one year only at the end of the period of suspension. He warned Mr Ford that his licence would be at serious risk unless there was a

marked and sustained improvement in maintenance standards.



# Bus driver in row was not unfairly sacked - tribunal

**A**BUS DRIVER, who had a row in the street with a man who had reported him for smoking while driving a bus, was not unfairly dismissed by Chesterfield Transport Ltd.

This was held by a Sheffield industrial tribunal when it rejected a claim for unfair dismissal by Mr Alan Prince.

The tribunal was told Mr Prince had been employed by the company for five years as a bus driver. Though he had not been given any written or oral warnings, he did have a record of minor complaints against him.

Early in July 1992 a member of the public telephoned to complain that Mr Prince had been smoking while driving a bus. Mr Prince denied he had been smoking, and he

was merely reminded it was against the company's rules.

On July 18 Mr Prince was driving a bus between Chesterfield and Sheffield. He arrived at Pond Street Bus Station in Sheffield and, while there he saw two young men in a bus shelter, one of whom he knew slightly. He was beckoned over and told that the other man, a Mr Collis, was the person who had reported him.

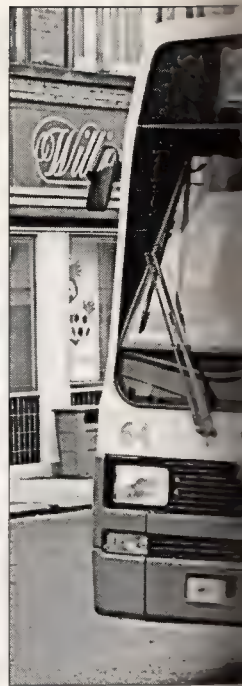
Mr Prince was extremely angry, and he shouted at Mr Collis in a threatening and intimidating way, saying he had no business to complain, that he was not a company employee and that he should mind his own business. Mr Prince then drove the bus back to Sheffield and Mr Collis telephoned the company to complain. Following an investigation, Mr Prince was dismissed.

The tribunal said it was satisfied no actual blow was struck, but it was

equally satisfied the scene would have made a very bad impression on people present and would not enhance the reputation of Chesterfield Transport.

It was not an easy case as the tribunal itself might have come to a different decision if it had been the employer. However, looking at it on the basis of the range of reasonable responses open to a reasonable employer, it was quite unable to say that no reasonable employer could have come to that decision.

The tribunal was persuaded that Mr Prince's conduct, being in a public place, was unacceptable



**N**ORTH Western traffic commissioner Martin Albu wants details of the finances of Skelmersdale-based Frank Whalley before deciding what action, if any, to take against his O-licence.

Mr Whalley, who traded as Whalley Travel but who now trades as Windsor Coaches and holds an international licence authorising the operation of three vehicles, appeared before the commissioner at a Manchester disciplinary inquiry.

Mr Albu said it was not the first time Mr Whalley had been there. Last July he appeared before the then deputy traffic commissioner Kenneth Birchall. Mr Birchall expressed concern about the financial position and renewed the licence for one year only. Mr Whalley assured him debts would be paid. However, it had since come to light Mr Whalley had not paid any of his debts and the accounts the deputy commissioner had asked for had not been received.

Mr Whalley said he had an accident with a train in 1989 and he was suing British Rail for £85,000. After the last public, inquiry

## Disciplinary inquiry investigation into

British Rail instructed him to go back into hospital for further surgery to his back and shoulders. At that point, September 1992, he took all the vehicles off the road. They had not traded since then until now. They had only just acquired a school contract and put a vehicle back on the road.

They had been operating before September 1992, said Mr Whalley but, during the last three years, he was not up to doing anything much. A company went bankrupt owing the business £30,000 and they received 2p in the pound. They had worked for Land Travel and received no money. Sunseeker and Land Travel went into liquidation and other companies had done the same.

They were now working for one company, who paid them after a tour was finished. They were booked up with that company's work until July 1993. They provided the transport for tours set up by

that company.

Mr Whalley said they should have a second vehicle delivered shortly. Two people had put money into the business but they wanted nothing to do with the O-licence.

Questioned by Mr Albu, Mr Whalley said he did not have any financial evidence with him to support the statement money had been put into the business. One vehicle was for the school contracts and local work. The contract started in January and they had been contracting it out. The second vehicle was to carry on working on the continent.

Mr Albu said he needed to know what was in the bank. "So okay you have the work, how do you know whether you will make any money?" he asked?

Mr Whalley said that, before tendering for the school contract, they had done their costings.

Questioned further, Mr Whal-





Chesterfield Transport deemed to have acted reasonably

even though no assault took place, particularly bearing in mind that bus employees made perfectly legitimate complaints about assaults from members of the public, and must therefore, insofar as it was possible, be without reproach.

Mr Prince, who certainly had been smoking, was not reasonable in the attitude he took to Mr Collis, however sneaky he thought he might have been.

The tribunal accepted that Mr Prince's conduct was capable of being regarded as gross misconduct and, in fact, was on that particular occasion.

Though dismissal was right at the bottom of the range of reasonable responses, it was not outside them.



## y leads to finances

ley said Peter Wilson & Co did the yearly accounts. He was aware he was ultimately responsible for the business but he had been in and out of hospital. "Everybody was trying to do what they could but, excuse the phrase, they all made a balls up and I have had to carry the can," said Mr Whalley.

Mr Albu said there was a list of county court judgements against Mr Whalley and one of his creditors was present at the hearing.

Mr Whalley said some of the amounts in respect of which judgements had been made had been paid. Other judgements had been appealed.

He had said he would get the accounts settled and he would. He had not known British Rail would want him to go back into hospital again.

The problem was he needed to know that Mr Whalley had enough money to run his business, said Mr Albu. For all he knew Mr Whalley

might not have enough money to fill the next vehicle's tank with fuel. Mr Whalley could not provide a bank statement.

He found himself in a difficult position, as Mr Whalley had given him no evidence he was financially sound.

Adjourning the proceedings, Mr Albu said that, when they were resumed, he wanted Mr Whalley to come back with figures that showed he had some money behind him, with assurances that somebody was looking after the accounts, and an assurance he was working profitably.

At the moment Mr Whalley had no idea whether he was making any money at all. The licence was due to expire in August and a public inquiry would be arranged on August 10. The best he could do for Mr Whalley's creditors was to see if he could make any money.

With the renewal application, he would want to see a bank statement, Mr Whalley's accounts, and a statement from his accountant that the books were seen regularly.



## Licence suspended after resignation

**T**HE resignation of the nominated transport manager of Kenneth and Kevin Wheadon, trading as Blue Line Coaches, of Hereford, led to the firm's O-licence being suspended for a week by West Midlands traffic commissioner John Mervyn Pugh.

The firm, which holds a licence for five minibuses and five single deckers, had been called to a Birmingham disciplinary inquiry after its transport manager, Leslie Tobin, had written to the commissioner saying he had resigned from his post in February.

Mr Pugh said Mr Tobin had stated he had resigned because he was unaware of prohibition notices imposed on the firm's vehicles last October and November, until they

were mentioned to him by a friend in February.

For the firm, Norman Carless asked the commissioner to exercise the discretion he had to allow the licence to continue for a reasonable period while arrangements were made to appoint a new transport manager.

Adjourning the proceedings for a week, and suspending the licence in the meantime, Mr Pugh said the dispensation allowing firms to continue while a new transport manager was being appointed applied to death and other emergencies. In his view, the resignation of a transport manager was not such a special circumstance.

He indicated that, during the adjournment period, he wanted each and every vehicle put through a fresh MoT test.

When the hearing was resumed, Mr Carless said Mr Tobin had been re-engaged as transport manager during the interim. He was now employed on a full-time basis, instead of part time as in the past. He had also been given full authority over all the firm's

drivers and fitters, including the power of dismissal.

Mr Carless conceded that only two of the firm's vehicles had passed first time when they were submitted for fresh MoT tests.

Mr Pugh said the firm's fitter was alleged to have said to the vehicle examiner that, because he had failed a vehicle, 10 people would be on the dole the next day, and that it was all the vehicle examiner's fault.

It was better to have 10 people on the dole than 10 people killed or injured, said Mr Pugh. The fact that one vehicle which had passed its annual test six weeks previously, failed when presented for a fresh test, was further proof that he was not acting unreasonably when asking for vehicles to be retested. It

**Adjourning the proceedings for a week, and suspending the licence in the meantime, Mr Pugh said the dispensation allowing firms to continue while a new transport manager was being appointed applied to death and other emergencies. In his view, the resignation of a transport manager was not such a special circumstance'**

showed that the test certificate spoke as to the vehicle's condition on the day of the test only.

Evidence was given that the partners had now introduced the system of maintenance recommended in the West Midlands and that their

vehicles would be inspected every two weeks.

Curtailing the authorisation on the licence to five minibuses and three single deckers, and cutting the duration so that it now expires at the end of July, Mr Pugh warned the partners that they would be coming to the end of their career as passenger carrying vehicle operators if they collected any further prohibition notices indicating neglect.

He said he was impressed with the way Mr Tobin had written to the Traffic Area, informing them of his resignation and the reasons for it. That was the kind of conduct he would expect from every responsible transport manager.





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Two of these new Neoplan Megashuttle four-axle 15-metre city buses will enter service in mid-summer with the Chemnitz transport undertaking in eastern Germany. They have three doorways with direct stairs access to the 69 upper-deck seats

# New boost for public transport in eastern Germany

**G**ERMAN state funding for the reconstruction and upgrading of the transport infrastructure of the five "new" provinces in the east, which had experienced almost 40 years of neglect under the former GDR regime, is accompanied by massive efforts to replace rolling stock and vehicle equipment serving the passenger transport sector.

A "transport week" early this month at Leipzig meant the city was hosting two important show events with full support from major bus and coach builders.

Showing exhibits in two separate locations was not, however, the ideal formula; thus the new Neoplan "Megashuttle" 15-metre double-deck city bus was found in the "Auto Mobil" show (at the special request of the government of Saxony) whereas Neoplan's main contribution was to the "Public Transport '93" exhibition which was in the style of a mini preview of next month's international UITP presentation at Sydney.

While the Neoplan development — based on the experience with over 100 coaches of similar four-axle configuration (of which ten are already in regular service in the maker's home country) — will also form one of the most exciting exhibits at the Australian event, the philosophy of using a compact 120-150 passenger vehicle in preference to an articulated bus is closely linked to the operating requirements of Chemnitz Transport (CVAG) whose engineers co-operated closely in the design.

Mercedes-Benz which, since reunifi-

## Bill Godwin reports on a transport week held in Leipzig, Germany

cation, has placed more than 1,000 buses and coaches in service with undertakings in eastern Germany, used the Leipzig show for a comprehensive presentation of its current programme. This included the Dutch-designed MB 100 City midibus — still looking for its first customer — and the MB 408 interurban bus/coach of the type widely favoured in rural operation in Germany.

Three Mercedes-Benz "Duobuses" are currently under construction for use in an existing trolley-bus operation in Potsdam where one route crosses an electrified main-line railway which necessitates a break in overhead continuity.

Ikarus, of Hungary, also showed an MAN-powered articulated duobus with German-made AEG electrical equipment and traction gear of the type already running in Budapest. Refurbishment of the huge stock of outworn

Ikarus buses still in service in many parts of eastern Germany (estimates range from 8,000-10,000) is turning into a lucrative

business and examples of recon buses at Leipzig illustrated that such mechanical and body overhauls can be extremely cost-effective. Foreign makers at Leipzig included Karosa, of the Czech Republic, whose plans for close co-operation with Renault have not affected the launch of a new Cummins LT 10-powered coach, Bova and Iveco.

The last-named launched a new Daily-based bus version of the German Koch body and premiered the Cacciamali-bodied small coach, also on Daily running units.

Scania, which has achieved the role of the leading importer of trucks to Germany, had a single interurban vehicle on the Ikarus stand fitted with adaptors to couple to the Swedish-built UWE air and heat service point of the type which allows open-air parking of buses in the severe conditions of Scandinavian winters.

TAM, of Slovenia, is consolidating its position on the German market thanks to its own sales organisation. Van Hool, with a large display of current models, provided some information on the new AGG 300 three-section articulated bus as well as on the order for CNG-fuelled (MAN-engined) vehicles for use in Brussels. Volvo is pushing the complete in-house-built B10B interurban vehicle whose badging gives prominence to Steyr where the bodywork is made.



New Ikarus type 435 TD integral duobus



## This year's British Travel Trade Fair was the biggest ever, with more exhibitors, more tourism regions and almost 2,800 buyers. Mark Williams reports on a few of the products and events during the two days

**T**HE new and the old were winners in this year's British Travel Trade Fair Awards, presented by *Coach and Bus Week* and sponsored this year by Belleek Pottery.

**Top Stand Award** at BTTF went to the Resort Hotels group, exhibiting for the first time at the NEC show. Its stand design was thought by judges to be simple yet effective, reflecting the company's product yet accessible to buyers - and show visitors seemed to agree.

"Considering this is our first time at the show, business has been excellent. We have generated work with the many overseas buyers and have done well

with some UK coach operators," said Resort Hotels' travel trade sales manager Denise Bridges.

Resort has 50 hotels in the two-crown and three-crown categories. The group has grown rapidly in the last five years, from its early beginnings at the Norfolk Hotel in Brighton. It went public in 1989.

"We are very keen to work with the travel trade, and are totally committed to our sales effort," said Denise Bridges.

Commended in the Best Stand category were City of Wakefield, with its "coal mine," and South Lakeland Tourism with its countryside theme.

The award for **Best Promotion**

## Ancient and new BTTF awards c

at BTTF went to old stagers Lancaster Tourism - past winners of awards at the show's forerunner MOOT. Lancaster's Georgian heritage theme is one which all operators have seen before but, despite the consistency of this small tourist office's costumed campaign, judges felt it had not lost its charm.

"We are getting across the message that we have a wonderful cultural heritage," said Lancaster's Suzi Williams. "The aim of the costumed characters is to bring alive the atmosphere of the museums in Lancaster, and the events and festivals we promote."

Lancaster's stand was themed as a quayside tavern complete with Lancashire cheese, local ale and tots of Pussers rum. The Georgian theme has more than trebled tourism inquiries and generated a lot of repeat business, including tours from Excelsior, White-ways of the Isle of Man, and Glyn Williams Travel.

Highly commended was, once again, South Lakeland Tourism,

and commended was Heart of England/Belmont Abbey, whose stand featured three Benedictine monks.

The award for **Best Advertisement in the BTTF Guide** went to Milton Keynes, whose "Millions" advert showed what could be achieved in terms of impact, and had an effective response mechanism. The "Millions" theme carried through to the stand.

"Milton Keynes certainly hasn't got a reputation as a tourist destination, but it is one of the most convenient touring bases," said tourism development officer Stuart Ackland. "The tourist campaign is linked with development. Indeed, during the show we had a number of leads, including one from someone who wants to build in Milton Keynes!"

Commended in the Best Advertisement category were children's museum Eureka! and Portsmouth Tourism.

**The Best Entry in BTTF Guide** award went to Lake Windermere Marketing, whose initiative in joining forces paid off by



Concrete cows and chins; Milton Keynes celebrates its Coach and Bus Week award



Resort Hotels; Best Stand Award



# W mix at '93 eremony

presenting a series of products under the one entry "roof." It is the result of relevant attractions co-ordinating their effort at travel trade events on an ad hoc basis.

"Lake Windermere Marketing has a core member in Bowness Bay Boating Company but is a consortium of hotels and attractions," said Ian Robinson of the Windermere Steamboat Museum.

"Windermere has suffered a change in the last few years, with a huge increase in the number of day visitors at the expense of staying visitors."

Commended in the Best

Entry in BTTF Guide category were Best Western and computer programmer Distinctive Systems.

**Best Overall Contribution to BTTF** was deemed by the judges to have been made by Bradford - a supporter of BTTF and its predecessor Moot for several years. As always, Bradford laid on many entertainments during the day, including actors and singers.



Lancaster's themed character collects the trophy from tourism editor Mark Williams

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Lunchtimes or evenings - three-course meals - choice of main courses - very reasonable rates - usual driver benefits - one day's notice required - open all year round - simple location to find.

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# Weekend wildlife deal from Glen Eagle

**C**OMPASS and Weir's Glen Eagle Hotel at Harpenden has teamed up with Whipsnade Wild Animal Park to offer group packages for short breaks.

The £67 adult rate (£48.50 for children) is for a full weekend, including half board in en suite rooms both days, plus one lunch at Whipsnade, parking, free place for the driver and, of course, entry to the massive wildlife park.

Rack group rate at the four-crown village hotel is normally just under £30, with a £12 single supplement. Once entry to the park and the lunch is added, the all-in rate becomes very attractive. A converted country mansion, Glen Eagle has 32 double bed-

rooms, and nine each of twins and singles. All have TV, trouser press, hairdryer and hospitality tray.

Other nearby attractions which could be dovetailed into a weekend or short break, are Knebworth, Hatfield House and Woburn Abbey and Wildlife Park. Details are available from Jeremy Wall or Nick Allam at the Glen Eagle, on 0582 760271, fax 0582 460819.

● Compass and Weir Hotels has produced a superb, detailed coach operator's guide to its properties.

The Coaching Compendium gives details of its 11 locations, and full rooming details. The general atmosphere of each hotel is carefully described, and details of all facilities available.

Distances to nearby attractions are given, and the journey time from major airports and ferryports. A full tariff of half board group rates and, for some hotels, sample table d'hôte mealstop menus with prices.

Because they are the most popular of attractions for coaching groups, Compass and Weir has also given extra pages with details of public gardens in the area of each hotel. Finally, the Christmas itinerary for Goffs Park Hotel in Crawley, at four days for £170, amplifies the good value message.

☎ Copies of the Coaching Compendium are available from Gordon Lisney at Compass and Weir, on 071 626 1289, fax 071 696 0086.



Whipsnade close to hotel

## 'Success has been penalised'

**I**N a speech at the opening of the British Travel Trade Fair, the Government was slated for its cuts to the tourist board budgets.

Travel GBI's publisher Bob Macbeth-Seath accused the Government of "emasculating" the English Tourist Board by cutting funds, at a time when tourism is one of the country's only success stories.

"The present Government is starving England of the development funds badly needed to fulfil tourism's potential as a job provider," said Mr Macbeth-Seath. "Our four national tourist boards and the British Tourist Authority have long been the powerhouses that have helped fuel the growth of domestic and incoming tourism."

"Yet, at a time when it is vitally important to do everything possible to hold on to the existing markets and create new ones, the Government is putting the future of our national tourist

board at risk, and much of the superb work it has done in the past will have to cease."

Mr Macbeth-Seath said tourism employed more people than the health service and the construction industry combined. It was the fourth highest invisible export earner, and could be placed in first position if restaurant and theatre earnings were included.

"How ironic it is that a Government which claims to support enterprise and initiative is penalising an industry which has probably shown more of both and has achieved more success than any other industry in Britain," he said.

"With male unemployment at over 30 per cent in many of England's top traditional holiday areas, how can the Government justify a policy which results in the investment of £5.87 per head of population on development of tourism in Wales, £3.28 per head in Scotland, but just 41p per head

in England?"

He said the policy was "a disaster in the making" following the dismantling of Britain's industrial base: "It is a disgrace that, in 1991, Britain was forced to spend less promoting itself in the United States than did the island of Aruba."

Mr Macbeth-Seath suggested the very least that the Government could do is to match the private sector development funding raised by the ETB with its own cash.

With tourism now accounting for 40 per cent of the economy in some areas, he said it was long overdue that tourism development should become a statutory requirement of local authorities.

"Our tourism industry simply must not allow anyone to kill it off, least of all a Government which continues to prove itself utterly inept and completely out-of-touch with the grass roots of Britain's largest employer."

## Comment

**T**HE British Travel Trade Fair has come of age in just two years. Anyone at the big NEC event this year cannot fail to have spotted the improved range of products alone.

By a happy coincidence, the event can be viewed as a first birthday celebration for Coach and Bus Week, launched only a couple of weeks before the first BTTF, in 1992. If the complimentary comments we received during the day were anything to go by, it would appear the magazine is also achieving more of its aims.

As Coach and Bus Week grows, it is acutely aware of the need for change; the kind of change which keeps pace with the market and reflects the needs of the coach operator. Its enemy is complacency, and I am determined that what you read in the pages of Coach Tours & Excursions becomes ever more useful to you.

Complacency is an enemy we

● Turn to page 39



# SHOW REVIEW

A photographic tour round some of the best stalls at this year's BTTF



## South Pembrokeshire Tourism

*From left, back – Tim Rees, Howell Probert; front – Mary Jo Blake, Karen Williams*

Discover Pembrokeshire – Wales's Pot of Gold, for everything you've ever needed in a holiday, golden sands, cliff top walks, castles, history, heritage and a host of things to do in Britain's only Coastal National Park.

For further details Tel: 0646 684914 or 0437 766774 or write to: Pembrokeshire Tourism, The Croft, Tenby, Pembrokeshire, SA70 8AP.



## Blackpool

*From left – Judy Bowman, Kevin Sands, Tricia Houndslow, Graham Lambert, Jane Seddon*

Blackpool is Britain's No 1 resort with 17 million visitors a season and the needs of coach operators are given top priority by the resort's Travel Trade team, a partnership of Blackpool Council and major leisure operators.

For details of how we can help you build your Blackpool business, telephone Jane Seddon on 0253 25212.



## The Tales Of Robin Hood

*From left – Mark Dickinson, Stella Pearson*

At The Tales Of Robin Hood we invite you to ride through Medieval Nottingham in our unique adventure cars. Meet its people. Smells its smell, as you flee from the evil sheriff to the sanctuary of the Greenwode in the company of Robin Hood.

Tel: 0602 483284.



## The World Of Robin Hood

*From left – Val Draycot, Phil Kerry*

At The World Of Robin Hood modern technology will transport you back in time to crusades of 1191.

On to a medieval market place in England and from there you will experience the magical world of the forest, castle armoury and dungeons.

For further details contact: The World Of Robin Hood, Haughton Farm, Haughton, Nr Retford, Notts DN22 8DZ. Tel: 0623 860210.



# SHOW REVIEW

A photographic tour round some of the best stalls at this year's BTTF



## Sellafield Visitors Centre

*From left* – Visitor, Elizabeth Booth, Peter Loxham

Sellafield visitors centre's stand at the BTTF launched the 'views' campaign. Nuclear Views and the Scenic Views theme includes a West Cumbrian photographic competition.

What's your view?

Tel: 09467 27027.



## Lake Windermere Marketing Group

*From left, back* – Margaret Donovan, Ernie Fallowfield, Sarah Elwess, Helen Lister, Richard Foster, Diane Waring; *front* – Ian Robinson, Mark Williams

With Lake Windermere Marketing Group you know you're onto a winner.

We're delighted to have won the award for Best Entry in the BTTF Guide. Come and experience Windermere for yourself soon.

For full details on the best attractions and hotels in Windermere and the lakes, please contact Richard Foster on 05394 88444 or Ernie Fallowfield on 05394 43360.



## Holiday Club Pontins

*From left* – Janet Barrow, Margaret Taylor, Harold Burke, Beryl Williams & visitor

Holiday Club Pontins' Group Sales Manager Harold Burke and colleagues were kept busy with a constant stream of enquiries from interested group organisers and coach operators.

With over 20 locations to choose from Pontins' popularity continues to grow and demand from operators for Summer holidays, Winter short breaks and 1994 is at an all time high.

For more information ring Harold Burke now on 0257 452452 or fax on 0257 450254.



## Pavilion Lodges

*From left* – Kathryn Daft, Stephen Thirwell, Louise Illingworth, Chris Cooper

A big thank you to all the visitors to our stand. Pavilion Lodges offer quality accommodation, friendly, efficient service and excellent value for money. Whether on business or pleasure choose Pavilion – ideal locations for all occasions.

For further details call  
FREEPHONE 0800-515836.

Pavilion – It's a pleasure.







# SHOW REVIEW

A photographic tour round some of the best stalls at this year's BTTF



## Belfast City Council

*From left – Carmel McKavanagh & visitor*

Belfast City Council promotes Belfast, the capital city of Northern Ireland, as a tourist destination.

Belfast is packed with pleasurable surprises – not least of which is the fact that it provides the best overall value for visitors – according to the British Tourist Authority.

Contact: Belfast City Council Public Relations on 0232 320202.



## Compass Hotels & Andrew Weir Hotels

*From left – Mr Gordon Lisney & visitors*

One of the most comprehensive information packs at the BTTF was the Compass Coaching Compendium.

All the usual information plus distances from tourist attractions, ports, etc, maps and menus.

Copies available from: Compass Hotels and Andrew Weir Hotels, Sales and Marketing Dept, Great Eastern Hotel, Liverpool Street, London EC2M 7QN. Tel: 071 626 1289.



## Clarks Village

*From left – Sarah Peters, Eleanor Bligh*

Factory shopping with a difference will come to Street, Somerset when Clarks Village opens in August – a complex of 22 factory outlets selling a wide range of top quality goods at bargain prices. Other attractions on site will include a Shoe Museum – and the world's biggest leather boot!

Tel: 0458 43131.



## Milton Keynes

*From left – Stuart Ackland, receiving award from Mark Williams for best advert in BTTF Guide, Ian Coyne*

Milton Keynes, who used their first time at BTTF to promote the area's geographical location as an ideal base for touring holidays, and won an award!

For information: (0908) 682484.



## Comment continued from page 35

all share. Gone are the days when business was a question of waiting by the phone. We have to go out and get it; work for it; generate business; and even create business where it had not existed.

For that reason, I endorse much of what Bob Macbeth-Seath had to say in his BTTF speech (elsewhere in this section). The Department of National Heritage has become complacent. The financial burden of promoting Britain as a tourist destination cannot be left solely to the private sector. The British Tourist Authority and English Tourist Board MUST be funded adequately, and the cutbacks of this year are shabby treatment of an industry which has proven relatively recession-proof. How many sectors of industry can make a strong sales story out of devaluation of Sterling apart from the incoming tourism market?

All of this may seem a mil-

lion miles away from the day-to-day operation of a coach tour or excursion programme. But I suspect that the BTA and ETB's campaigns have brought us all more business. If nothing else, the presence of their advertising and superb PR campaigns reassures us that, if we decide to move into a new tourism market, some of the groundwork has already been done. Our competitors will not perform that function, and small businesses in the coach industry simply cannot afford it.

It's a similar situation with exhibitions; if you aren't there, people start wondering if you've gone for good. See you at BTTF next year...

*Mark Williams*

## CTC Ball raises FHA cash

**A**N auction at the Coach Tourism Council's annual charity ball, at the British Travel Trade Fair, raised £1,000.

The Family Holiday Association, which provides breaks for underprivileged families, will be the benefactor of the sale, in which the travel trade both provided the lots and bid for them.

"We are very grateful to our guests for the amount of money we raised for the FHA, and to the sponsors of the evening for their generosity," said CTC chairman Gerry Topiol.

Many of the co-sponsors - who included Le Shuttle, Hoverspeed, Holiday Club Pontins, Independent Coach Travel and BP Travel Trade Services - are members of the CTC, an initiative to promote coach tourism to the public and national media.

## There's April fools for you

**S**NOWDONIA had a joke at the travel trade's expense during British Travel Trade Fair when it claimed the mighty mountain was growing at the rate of 400 feet a year.

The April Fool prank claimed Snowdonia would be bigger than Ben Nevis by the year 2000, and that the growth was such a phenomenon that Snowdon Railway had to add 300 yards of extra track to cope with stretch! Such was the extra height, that Snowdon would be visible from Manchester and Birmingham.

## HEAC renamed

**T**HE Higher Education Accommodation Consortium, HEAC, has changed its name to Connect Venues, which marketing people feel better reflects the services provided by the university and college accommodation agency.

Contact 0742 683759, fax 0742 661203, for full details.



# SHOW REVIEW

A photographic tour round some of the best stalls at this year's BTTF



## Queenprint

From left - Geoff Wyatt, visitor, Ray Ashley

Queenprint, the specialists in promotional design and print for the travel industry were delighted to see so many visitors to their stand.

Particular interest was shown in their new range of photo-copy blanks, in addition to their well established brochure service.

Tel: 061 745 7772.



## The Clarendon Hotel

From left - Richard O'Donnell, Audrey Lyttle, Soheila Shariat-Panahy, Mr M O'Donnell

Clarendon Hotel - situated in Royal Blackheath, just 15 minutes from Central London. 200 bedrooms, tea/coffee making facilities, direct dial telephones, colour television and hairdryers in all rooms.

We have 2 bars, hairdressing salon, spacious restaurant and a walled garden.

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\* From 149FF in France. Group menus:  
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\* Rates given for information only as applied at 280 Campanile hotels, subject to change without notice. Supplementary charge at certain hotels. Group menu: beverage not included.

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## Boost for coach tours of Canada by Greyhound

CANADIAN coach tours run by Greyhound International are reporting a surge in bookings. Brewster's Tours - driver-guided coach and independent tours - have been traditionally taken up by the VFR (visiting friends and relatives) market but now Greyhound is seeing more bookings in the independent traveller (IT) market.

"The real growth for us is coming from ITs wanting to buy

their flights and add on one or more tours to suit an itinerary entirely of their own making," said Greyhound's manager Janet Stephens.

A six-day route between Calgary and Vancouver via Kamloops, Banff and Lake Louise retails at prices from £432.

Operators with travel agencies can contact Greyhound International at its UK office on 0342 317317, fax 0342 328519.

## Permits for flower show

COACHES destined for the Chelsea Flower Show must obtain permits before setting down or picking up passengers at the Royal Hospital show grounds. The May 25 to 28 event - public days are May 27 and 28 - can be booked through the Events Department, Wembley Stadium, Empire Way, Wembley HA9 0DW. Permits are available from The Metropolitan Police Coach Advisory Service, Room 309, Tintagel House, Albert Embankment, SW1 7TT, giving full details of the number of coaches, date of visit and estimated time of arrival.

## Food and drink fair

OPERATORS looking for an August Bank Holiday excursion event in the South East could try the European Food and Drink Fair '93 at Rochester, Kent.

The four-day show on a 15-acre site next to Rochester Castle is timed to coincide with the city's Norman Festival. Among the many attractions are the biggest ever collection of European ales from CAMRA, music, celebrities, a craft market and children's playground.

Details from David Gould on 0634 830888.

## Consortium plans to broadcast port info

DOVER Harbour Board has teamed up with Stena Sealink, P&O European Ferries and Hoverspeed to bid for a restricted VHF radio licence to broadcast ferryport travel information.

The consortium is up against Eurotunnel's plans for a similar

VHF channel, broadcasting along the M20 approach to the English Channel crossings.

Dover Harbour Board's Michael Krayenbrink said the service would be an addition to the one already provided, extending the current area, and would serve all cross-Channel travellers.

## Mealstop hotline

THE Chef and Brewer Group has launched a new mealstop reservations service for pubs and pub restaurants in the GrandMet plc group.

Hospitality Line gives operators a one-stop shop to reach the

huge variety of properties run by GrandMet, including some historic pubs highly suitable for inbound tourists.

The hotline is on 081 313 9595.

## Bistro restaurant opened

CAMPANILE Doncaster, a stone's throw from the M18/A1M junction, has opened a bistro restaurant ideal for mealstops.

The hotel at Doncaster Leisure Park serves snacks from

£2.20 or a serve-yourself cold buffet at £4.95. Pre-booked three-course menus are £9.45.

For details ring Campanile Doncaster on 0302 370770, fax 0302 370813.

## Operators off mailing list

COACH operators will no longer receive the London Log newsletter because of cutbacks at London Tourist Board. The London Tourist Board says no

warning could be given, but says that only LTB members will now get the fortnightly magazine, cutting out several hundred coach operators.



David Smith signs up to the delight of CTC chair Gerry Topiol

## Hoverspeed joins CTC

HOVERSPEED has signed up for membership of the Coach Tourism Council after the start of the CTC's new membership drive.

"We joined the Coach Tourism Council in recognition of the importance of coach business to us, and to show our support for the

work of the CTC," said coach and group sales manager David Smith.

The CTC, coach tourism's public relations campaign, now has 111 members from a broad spectrum of the industry.

Non profit-making, the CTC relies solely on membership fees for funding.

## Espionage exhibition a boost for Dover Castle

JAMES Bond fans will warm to a new exhibition at Dover Castle - *Live and let's spy, the story of the real 'Q.'*

The display of real-life espionage gadgets was opened last week by Desmond Llewellyn, who plays the great inventor in countless 007 films. It features 60 miniaturised marvels designed to collect intelligence, communicate, disguise and aid escape.

The real 'Q' was Charles

Fraser-Smith, whose wartime government department created countless devices to help secret agents. The exhibition runs for two years.

Entry to the exhibition is included in admission to Dover Castle. Prices of £5 adults, £3.70 OAPs and students, and £2.50 for children are discounted by 15 per cent for pre-booked coach groups.

Contact Dover Castle on 0304 201628 for full details.





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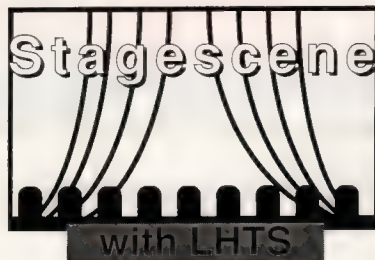
## West End welcomes new hit musical

"THE most brilliantly inventive musical London has seen in years," is how *City of Angels* was described after its magnificent opening night at the Prince of Wales Theatre.

Two musicals have opened recently to superb reviews - the other being *Crazy For You*, which is currently pulling the crowds at the Prince Edward...

Barbara Streisand has recorded a couples of songs from Andrew Lloyd Webbers' much-anticipated *Sunset Boulevard* which begins previews at the Adelphi Theatre on June 21, with the first night on June 29. The records will be released at the beginning of May.

The Dominion Theatre will be packed to the rafters this summer with the stage version of the hit film musical *Grease*. Advance box office takings have exceeded all records for the Dominion with the school holidays proving extremely popular.



Philip Schofield continues in *Joseph* at the London Palladium throughout the summer prior to a UK tour later in the year.

Barbara Dickson has just returned for a limited season to the Phoenix Theatre in her Olivier Award-winning role in the hugely successful hit musical *Blood Brothers*.

The Society of West End Theatre is to hold its next Stagefair trade show at the Royal National Theatre on Tuesday October 5. Stagefair gives coach operators the opportunity to talk directly to theatre owners, show producers and booking offices.

Tony Hess

Albery  
Aldwych  
Apollo  
Apollo Victoria  
Comedy  
Criterion  
Drury Lane, Theatre Royal  
Duchess  
Duke of York  
Fortune  
Garrick  
Globe  
Haymarket, Theatre Royal  
Her Majesty's  
London Palladium  
Lyric  
New London  
Old Vic  
Palace  
Phoenix  
Piccadilly  
Playhouse  
Prince Edward  
Prince of Wales  
Shaftesbury  
St Martins  
Strand  
Vauderville  
Victoria Palace  
Whitehall  
Wyndham

Hayfever  
The Importance of Being Earnest  
The Deep Blue Sea  
Starlight Express  
No Man's Land  
Misery  
Miss Saigon  
Don's Dress for Dinner  
The Last Yankee  
The Women in Black  
On the Piste  
An Ideal Husband  
Cyrano De Bergerac  
The Phantom of the Opera  
Joseph  
Five Guys Named Mo  
Cats  
For Services Rendered  
Les Miserables  
Blood Bros  
Robin  
It Runs in the Family  
Crazy for You  
City of Angels  
Kiss of the Spider Women  
The Mousetrap  
Lost in Yonkers  
The Invisible Man  
Buddy  
Travels with my Aunt  
The Gift of the Gorgon

Play  
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Play

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### COACHES

### COACH TOURS & EXCURSIONS

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# COACH AND BUS CLASSIFIED

## MARKETPLACE

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Coach & Bus Week are introducing a new service for readers and advertisers in the classified section. Our classified index will enable you to find the vehicle, product or service you want quickly and easily – simply check the index and turn to the relevant page.

**0733 898111 COACH SALES 0733 898111**

#### BEDFORD

1985 BEDFORD YNT Laser II, new clutch, low mileage, first class condition, 53 seats, **£19,500 + VAT. Tel. 0246 476366 or 0831 483784.** (30746/CS/BE)

1978 BEDFORD ETOILE II, 53 sea-ter, 500 engine, recon gearbox, new clutch and brakes. Well maintained. Invoices available. New test till Feb '94. **£2,850 ono + VAT. Tel. 0836 777223/0384 271993.** (30622/CS/BE)

1987 YNT DUPE 320, 53 seats plus crew, curtains, radio/pa, driver's fan, side lockers, excellent condition, MoT 1994, **£27,500. Possible p/x older 45/53. Tel. 081-890 6394.** (30688/CS/BE)

1979 DOMINANT YLQ 45 seats, good test, **£3,500 + VAT ono. Tel. 0497 851667.** (30664/VS/BE)

#### DAF

1985 C Reg

#### DAF MB

Fitted with Berkhof Esprite, 49 seats, rear toilet, Webasto, continental door, automatic ZF gearbox, all over white, new ticket.

**£30,000 + VAT**

**Tel. 0708 631122**

**ENSIGN BUS AND COACH SALES LTD**

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1988 (DECEMBER) 'F' MB 230 DUPE 340 HIGH LINE, 53 recliners, TV/video, rear sunken toilet, continental door, hot/cold drinks, courier seat. Long MoT. A versatile, low mileage, executive coach with good luggage capacity, 53 seats and toilet in excellent condition. **£57,500 ono**

1988 MB230 PLAXTON 3500, 49 recliners, toilet, drinks, video/TV, Webasto, Telma, drivers bunk, courier seat. Choice of two excellent coaches. **£55,000 ono**  
**A.P.T. TRAVEL Essex**  
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#### DAF

1984 DAF BERKHOF, 49/53 r/seats, radio PA system, drinks machine, o/s demountable toilet, plus continental door, drivers bunk, Webasto, reconditioned DAF engine, new clutch, ZF Box, MoT August 1993. **£28,000 ono + VAT. Tel. 0423 501536.** (30697/CS/DAF)

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DI engine, 5 speed, immaculate, MoT November, taxed September, any trial

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 53 seats, MoT Sept 93  
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 – **£2,000**

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*Both vehicles in very good condition*  
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32 seater, corporate/kitchen coach, fully air conditioned, immaculate condition.

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**on 0702 78176**

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1983 JONCKHEERE P50  
 LEYLAND TIGER (MoT EXPIRES SEPT '93)

48 seats (with full rear servry), possible 51 (without servry), rear continental door, rear sunken toilet/washroom, double glazed video/PA, carpets, curtains, mid-life refurbishment and new engine fitted, excellent condition for the year of the vehicle

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1986

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**Offers**

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**Roville Tours**  
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# 0733 898111 COACH SALES 0733 898111

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### NEOPLAN SKYLINER

77 seater, toilet, drinks, fridge, curtains etc., remoqueette seats. Works reconditioned Gardner turbo engine. New MoT. Immaculate throughout.

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(30660/CS/NE)



1990 H

### NEOPLAN CITYLINER TRI-AXLE

fitted with 49 recliners. Under area for kitchen, washroom and toilet. Hot and cold drinks, fridge, double glazing, curtains and centre carpets. Telma, driver's bunk.

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(30609/CS/TO)

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1989 VOLVO B10M

Duple 320, 57 seater, new test

**£62,000**

1990 VOLVO B10M

Van Hool, 57 seater, test Dec 93

**£85,000**

1990 VOLVO B10M

Van Hool, 52 seats, rear toilet, servery, test Dec 93

**£85,000**

Tel: 050 585456

(30748/CS/VO)



### VOLVO B58

11 metre, Domic 2, Express doors and Dome, plus radio/PA, test May '94, tints, 6 speed, ZF gearbox, excellent condition.

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Tel: 0279 793370

(30619/CS/VO)

1983  
VOLVO B10M  
Jonckheere Jubilee P50  
49 seats + courier, double glazed, Webasto, fridge, curtains, radio/PA, wired for video, offside continental door, driver's bunk, sunken toilet, drinks machine, driver-operated door, 14 months test (April 1994), immaculate condition.

**£30,000 + VAT**

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## VOLVO

1987 VOLVO B10M JONCKHEERE

JUBILEE P599,

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Reason for sale, 1993 stock due shortly.

**£59,500 + VAT**

Contact John Ellis or Colin Brown

**0923 247444**

(30102/CS/VO)

1988 'E' Reg B10M GL  
Plaxton Paramount 3200

48/53 Recliners, rear fixed

Toilet, Servery, Power-door, TV, Video.

MoT Nov. 93

**£57,500 ono + VAT**

Tel: 071-515 0911

(30353/CS/VO)

1983 VOLVO PLAXTON 3500, 49 reclining seats, 20 inch TV, toilet, coffee machine, fridge, Telma, new MoT. **£30,000 + VAT. Tel. (Essex) 0277 372693.** (30620/CS/VO)

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1979/80

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Fax. 0708 631086

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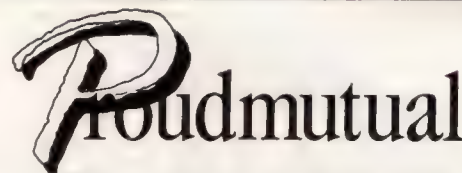
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3 1984 11m Ley Olympian D Decks

ECW coach bodies, 72 seats

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18 seater plus courier,  
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power door.

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immaculate condition,  
low mileage, super  
comfort, automatic.

£11,995 (NOT A PCV)

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1984 FORD TRANSIT, 16 seat, Dormobile body, MoT June 93.

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1981 FORD R1114 PLAXTON, 53 seats, new MoT.

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Eddie Dickens, Sales Manager

(31600/VSG)

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## 1987 D FREIGHT ROVER

Carlyle

Sherpa LWB, 2.5 diesel, 20 + 2 standing, moquette seats, electric entrance doors, destination blinds, full test from date of purchase, taxed.  
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1983 (A) FORD PLAXTON PAPER 3200 R1115, 35 seater coach, power operated door, white vinyl, MoT to Jan '94, tax ready for work .....£17,500 + VAT

1990 G FORD engined Freight Rover, 20 seater service bus, Carlyle C2 body, fitted with Transit Di engine and 5 speed box, power door, cloth interior, destination blinds, long MoT, taxed .....£10,000 + VAT

1988 E FREIGHT ROVER, C2 bus (as above), MoT & taxed, ready for work .....£5,600 + VAT

1987 D Reg FREIGHT ROVER, Carlyle Sherpa LWB, 2.5 diesel, 20+2 standing, moquette seats, electric entrance doors, destination blinds, March 94 test, one only .....£3,500 + VAT

1988 TOYOTA OPTIMO, 19 seater, coffee machine, driver's suspension seat, 6 months old, cost approx £550, Blaupunkt radio/cassette/PA, replacement parts .....£21,750 + VAT

1987 D FREIGHT ROVER, 16 seat service bus, test Jan 94 .....£2,750 + VAT

1986 DAF BOVA FUTURA, high floor, new type front, 12 months test, plain white, 49 recliners and courier, double glazed, curtains, centre toilet, continental door, driver's bunk, monitor and video fitted, excellent condition .....£42,500

1985 C Reg OPTARE CITYPACER, 25 dual purpose seats, new clutch, manual gear box, year's test .....£7,100 + VAT

1984 DAF DKFL MB200 DUPLÉ CARIBBEAN, full exec, 49-seater + courier, MoT January '94, wired TV and video, first class condition, in every day use .....£10,000

1984 VOLVO VAN HOOL, low driver, 49 seats, toilet, TV/video, coffee machine, private plate .....£40,000

1980 BEDFORD YMT, 12 metre, Duplé, 53 seats, new test .....£7,500 + VAT

1979 BEDFORD YMT DUPLÉ DOMINANT 11, 53 re-moquetted seats, MoT 16/3/93 .....£5,000 + VAT

1979 BEDFORD PJK PLAXTON, 29 re-moquetted seats, MoT 18/5/93 .....£4,500 + VAT

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89 LEYLAND DAF 16, low roof, PSV.

89 TRANSIT 14, diesel, PSV Deansgate

89 MERCEDES 308D, 14 seat, PSV

89 MERCEDES 208, 12 seat, PSV.

89 LEYLAND DAF, 16 coach (Talbot  
engine)

88 VOLVO B10M, Duplé 320, 61 fixed  
seats, long test

88 MERCEDES, 23, power door, long test

88 VOLVO B10M Duplé 320, 61 seats

88 F MERCEDES 709, 21, coach spec

87 MERCEDES 814, coachbuilt, 29 coach  
seats, large boot, side lockers, 6 cylinder.

87 MERCEDES 811 Turbo, 26 seats, tested

87 MERCEDES 709, 23 seat coach

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TV

83 DODGE R BURGESS, diesel, auto, 17F  
door

83 TRANSIT 15 seat diesel, non PSV.

82 GOLDLINER B10 VOLVO EXEC, 46,  
d glazed, courier, large windows

82 VOLVO GOLDLINER, 53 recliners,  
d glazed, courier, large windows

82 VOLVO B10 GOLDLINER, 51  
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79 V VOLVO Duplé II, 48 rec, toilet, tested.

79 FORD TURBO Duplé II, 35 seats, tested

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1986 C FORD TRANSIT 2.5 DI, Carlyle body, 16 coach seats, power door, destination gear, MoT July '93.

1986 C FORD TRANSIT 2.5DI, 16 seats, power door, MoT Oct '93.

1986 D IVECO 79/14 Caetano, 24 moquette bus seats, power door, destination gear, Telma, MoT Sept '93.

1986 D MERCEDES 608D, 21 seats, 6 standees, power door, service spec, white/red exterior, MoT April '93.

1987 D BEDFORD YNT Plaxton Paramount 3200 11 metre, 53 seats, power door, radio PA, white exterior, MoT May '93.

1985 B VOLVO B10M Plaxton Paramount 3500, 50 seats, rear toilet, HP ZF auto gearbox, white exterior, MoT Sept '93.

1984 A BEDFORD YNT Duple Laser 11 metre, 53 seats, power door, tinted windows, red/cream exterior, MoT Sept '93.

1983 Y VOLVO B10M Duple Dominant IV, 53 rec seats, power door, double glazed, tinted windows, MoT Nov '93.

1983 A DAF BOVA EUROPA, 53 rec seats, courier seat, rear cont door, new factory engine fitted Sept '92, Webasto, MoT Jan '94.

1982 PP BOVA EUROPA, 53 rec seats, courier seat, rear cont door, Webasto, tinted windows, curtains, MoT Dec '93.

1982 Y FORD 360 T Duple Dominant IV, 53 seats, power door, radio/PA, MoT Oct '93.

1981 W BEDFORD YMT, Duple Dominant 2, 53 seats, radio/PA, MoT Nov '93.

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1988 DAF DKVL, 11.6 litre, ZF gearbox, disc brakes, Duple 320, 51 recliners, toilet, radio/p.a., power door, grey interior, white exterior. This vehicle is as clean as 'a new pin', a drivers machine and credit to any fleet. Aug. '93 test.

1985 LEYLAND TIGER 245 ZF DUPL CARIBBEAN, 48 recliners, continental door, curtains, toilet, bunk, wired for T.V. &amp; video. Fawn interior, white exterior. Clean vehicle. Jan. '94 test.

1985 BEDFORD YNT, 11 metre, 6 speed ZF gearbox, DUPL LASER, 53 retrimmed seats, radio/p.a., power door, red/grey interior, cream exterior. This coach is unmarked, clean and warm. July '93 test.

1982 VOLVO B10M ZF DUPL, 40 seats, continental door, toilet, wired T.V. &amp; video, brown interior, white/blue exterior. July '93 test.

1981 LEYLAND LEOPARD 680, semi-auto 11 metre WILLOWBROOK 003, 53 seats, cream/brown exterior. Clean and healthy. April '94 test.

1981 BEDFORD YNT, 12 metre DUPL body, 53/57 seater. 5 speed gearbox. White/blue exterior. Drives well. June '93 test.

1978 LEOPARD 680, 11 metre semi-auto Plaxton SUPREME III, 53 seats, power door, brown interior, white exterior. April '94 test.

1974 A.E.C 780, 11 metre ZF PLAXTON ELITE III, 44 recliners, toilet. Very clean and tidy. July '93 test.

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WILL BE ABLE  
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Please apply Box No: 31687  
Wentworth House  
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## BUS OPERATION FOR SALE

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Box No 31660  
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Rear seat(s) or  
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Plaxton Paramount,  
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Reply to Steve  
0484 420993

(30677/UN/WA)

## CONFERENCE

### MARKETING AND DESIGN OPPORTUNITIES FOR MINI AND MIDL BUS OPERATORS

Course Organiser: T.S. Mervyn Jones  
Director of  
Research,  
Post Graduate Course  
Development and  
Short Courses  
Faculty of Transport

The sixth annual conference will introduce  
two topics that have been briefly but  
passionately discussed at previous meet-  
ings, but until now have not been the ma-  
jor focus of attention.

Clearly Marketing and Design need to be  
considered as a 'core activity' for any busi-  
ness, but especially in the tertiary sector.  
The Bus Industry has been generally slow  
(with a few notable exceptions, Stage-  
coach and the former Yorkshire Rider) to  
develop considered marketing strategies.  
This should be an integral part of their op-  
eration, 'a learning process' for many op-  
erators is therefore an urgent requirement  
in the present deregulated climate.

Directly linked to marketing is the new in-  
teresting product specifications being de-  
veloped and incorporated by certain  
manufacturers into both mini and midi bus  
designs.

The technical and environmental benefits  
could be considerable, while the 'link'  
with city traffic calming schemes should  
not be forgotten.

This meeting is therefore considered most  
timely and should not be missed by any  
serious bus operator.

The course should also be of particular in-  
terest to:-

- local councillors and officials concerned  
in transport
- centre government officials
- transport researchers
- local transport consumer groups

Course fee: £110 including notes and all  
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Enquiries: Swansea Institute of H.E.  
Faculty of Transport  
Mount Pleasant Campus  
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Good selection of mechanical and body  
parts available  
(29705/UN/WA)

### CONFERENCE DATE WEDNESDAY 5TH MAY

Wednesday 5th May 1993  
Registration & Coffee  
10.00am - 10.30am

### CONFERENCE PROGRAMME

1. An introduction to the South Wales  
Transport's Mini and Midi Operation in  
the Swansea Area. The Marketing  
Strategy Adopted.  
A. Kreppel, Managing Director, South  
Wales Transport Co. Ltd.
2. Competitive Marketing in Mini Bus Op-  
erations in the City of Oxford.  
Janet Blundred, Manager, Thames Tran-  
sit Ltd., City of Oxford.
3. Kentish Bus Operation 1986-92 The 'Mar-  
keting Lessons' Learnt  
B. Hirst General Manager, Kentish Bus  
and Coach
4. Marketing and Bus Design Strategies  
Adopted by Transit Holdings - Past &  
Future  
H. Blundred, Chairman and Managing  
Director, Transit Holding plc.
5. Centre West's Approach to Vehicle  
Design and Marketing Strategies in the  
London Situation.  
P. Hendy, Managing Director, Centre  
West London Buses Ltd.
6. Future Design Choices for the Bus  
Industry towards Passenger  
'Environmental Friendly' Vehicles.  
H. Chambers, Manager Bus Division,  
Iveco Ford Truck Limited.
7. The Contribution of Marketing to Econ-  
omic Performance of Midi & Mini Bus  
Operation Post 1986.  
Professor P.R. White, Westminster  
University London.

Sponsored by West Wales T.E.C.

Finish 6.30pm (31944/UN/CON)



# APPOINTMENTS AND TENDERS

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## ESSEX COUNTY COUNCIL

### INVITATION TO TENDER FOR LOCAL BUS SERVICES AND EDUCATION TRANSPORT

The County Council is seeking  
tenders from bus, coach and taxi  
operators to enter into service  
subsidy agreements to provide  
local bus services and contracts  
for the provision of education  
transport in all area(s). Operators  
wishing to receive further  
information and tender documents  
should contact immediately:  
County Planner, Essex County  
Council, County Hall,  
Chelmsford, Essex CM1 1LF or  
telephone Chelmsford (0245)  
492211 Extension 51591.  
Operators on the tender list should  
have received documents by 16  
April 1993. Please telephone the  
above number if they have not  
been received by that date.

Completed tender documents must  
be received by 1500 hours on  
4 May 1993. Tenders received  
after this date will not be  
considered.

(31686A/TEN)

## GARAGE MANAGER

Capital Citybus is one of London's largest private bus  
companies running some 200 buses on London  
Transport contracts in East London.

The company has substantial annual turnover, and  
operates from two freehold depot sites, in Dagenham  
and Northumberland Park. It is owned by  
CNT Group Ltd in Hong Kong.

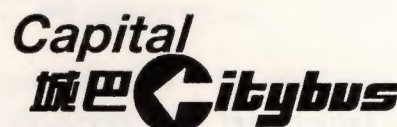
Following recent staff changes the company wishes to  
appoint a new Garage Manager for its Northumberland  
Park depot. He/she will be responsible for the  
operation which amounts to 200 drivers, 85 vehicles  
on 20 routes, all of which are LRT contracted services  
with the highest level of quality thresholds.

Applicants should be in possession of a clean PCV  
driving licence, and hold a CPC at least in national  
operations. He/she should also be able to show at least  
three years senior supervisory experience.

Self-motivation, capability to work hard amongst a  
small team, and a flexible approach to working hours is  
necessary as is a high degree of numeracy and literacy.

Salary will be commensurate with experience and  
qualifications. Applicants should write under personal  
cover enclosing a full CV to:

Tim Silver, Capital Citybus  
Chequers Lane, Dagenham RM9 6QD  
(30732/A/A)



## EMPLOYEE OWNED

# TAYSIDE

## TAYSIDE PUBLIC TRANSPORT CO LTD CHIEF EXECUTIVE

Due to the sudden death of the Chief Executive an opportunity has arisen for a person who  
has the ability to expand and develop an Employee Owned Group of Companies.

We are now seeking to appoint a Chief Executive to lead the Company through the next stage  
of its development and exploit its potential. You will assume full responsibility for this multi  
million pound turnover organisation and will effect improvements and spearhead further  
growth in all sections of the market.

It is essential that you are suitably qualified and must show a high degree of commercial  
acumen. You will, above all, possess a "hands on" management style with the ability to  
motivate and co-ordinate the activities of your management team and all employees.

An excellent remuneration package is on offer.

Letters of application including a full curriculum vitae should be forwarded,  
no later than 14 May 1993 to:

The Chairman, Tayside Public Transport Co Ltd,  
44-48 East Dock Street, DUNDEE DD1 3JS

(31678/A/A)



# APPOINTMENTS AND TENDERS

## London Transport bus services

### Invitation to tender

London Transport invites tenders for the operation of the following Mobility Bus Networks.

They will continue to be marketed as an integral part of the London Transport network.

**BEXLEY/GREENWICH** MOBILITY BUS NETWORK

**PECKHAM/CAMBERWELL** MOBILITY BUS NETWORK

The closing date for tenders is Monday 7th June 1993, and the services are due to commence in Autumn 1993.

If you are interested please talk to Nick Newton on 071-918 3468 for details and application forms.

Or write to him at:

Tendered Bus Division, London Transport, Broadway Buildings, 55 Broadway, London SW1H 0BD.



London Transport

(30679/A/TEN)

## London Transport bus services

### Invitation to tender

London Transport invites tenders for the operation of the following bus routes.

They will continue to be marketed as an integral part of the London Transport network.

**B15** WELLING - JOYDENS WOOD

**C2** REGENT STREET - PARLIAMENT HILL FIELDS

The closing date for tenders is Monday 24th May (Route C2) and Monday 7th June (Route B15), and the services are due to commence in early 1994.

If you are interested please talk to Nick Newton on 071-918 3468 for details and application forms.

Or write to him at:

Tendered Bus Division, London Transport, Broadway Buildings, 55 Broadway, London SW1H 0BD.



London Transport

(30678/A/TEN)

## Leicester CityBus Limited

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- Commercial and tendered bus services in Leicester and Leicestershire.
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- 1991/92 group profit before exceptional items of £0.33 million on turnover of £12.6 million.

All enquiries to: Mark Morris, Price Waterhouse Corporate Finance, Southgate House, 61 Millstone Lane, Leicester LE1 5QA. Tel: 0533-531981. Fax: 0533-532697

### Price Waterhouse

Corporate Finance

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The appointment is located at our Waterlooville offices covering a defined territory and reporting to the Managing Director.

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Managing Director  
Wadham Stringer (Coachbuilders) Ltd  
Hambledon Road  
Waterlooville  
Hampshire PO7 7UA

(30683/A/A)



## COACH AND BUS WEEK

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## Stagecoach (South) md

**D**EBRA Topliff, 32, has been appointed managing director of Stagecoach (South) Ltd (including Hampshire Bus, Hants & Surrey, Coastline and South Coast Buses) with effect from May 1.

Ms Topliff is currently finance director of the company, having joined Southdown Motor Services in 1988 from the Philips Group. She replaces **Brian Cox**, who becomes chairman, and who has relinquished the position of managing director to enable him to

spend more time on Stagecoach Group matters.

From the same date **Richard Alexander**, 44, currently chief engineer, becomes engineering director, reflecting his major role in controlling Stagecoach South's fleet of over 450 vehicles. His whole career has been spent in the bus industry with Stagecoach South and its predecessor company, Southdown.

The general managers of Stagecoach South's four operating units are:

- South Coast Buses, **Adam Yates**, 40
- Coastline, **Steve Barnett**, 37
- Stagecoach Hants & Surrey, **John Chadwick**, 46,
- Hampshire Bus. This position will shortly be vacant after the appointment of **Paul Southgate** as md of Stagecoach Group sister company Cumberland Motor Services from May 1

Stagecoach South's senior-management team is completed by **Bill Davies**, 46, operations support manager.



## Cannell back in Wales as Pavilion gm

**T**WENTY-eight-year-old **Diane Cannell** (above), formerly the general manager at Llandudno Pier, has returned to Welsh soil as the new general manager at Bangor Pavilion Services at the junction of the A5 and A55.

Her appointment at Bangor comes just two months after the whole Bangor site was transformed into a plush hotel and restaurant complex, and already Diane has pledged to establish the new Bangor Pavilion Hotel and Mynydd Mawr restaurant as one of the top business and catering establishments in Wales.

Diane, who began life in the catering business as a 12-year-old waitress in her mum's cafe, believes the new site will become a major draw for conferences and other business functions in the region.

## Temporary BTA chairman appointed

**G**OVERNMENT embarrassment over its failure to attract a suitable candidate to chair the British Tourist Authority after the non-renewal of **William Davies'** contract is unremitting - and it has now been forced to appoint a temporary chairman. **John Lewis**, BTA board member, solicitor and leisure companies' director, will serve as an interim chairman one day a week for up to two months,

while National Heritage Secretary **Peter Brooke** chooses from a shortlist of four candidates provided two weeks before the end of Mr Davies' tenure of office.

Headhunters Tyzack Accord had been recently approached to find suitable candidates for the £35,000, two-day week job, which also involves the chairmanship of the English Tourist Board.

## Sales exec at Crystals

**H**ARRY Mitchell joins Crystals Conversions as new sales executive to its northern offices and factory in Doncaster, South Yorkshire.

Mr Mitchell comes from an engineering background which has taken him all over the Midlands and the North of England, and gained experience of the commercial vehicle market with NCS group.

## Thamesway's new operations manager

**T**HAMESWAY has appointed a new operations manager for its Ponders End depot in East London.

**John Hardman**, 41, was previously a revenue protection inspector with associate company Badgerline.

Mr Hardman, from Bristol, entered the bus industry in 1980 as a crew driver with the former Bristol Omnibus Company at its

Hanham depot.

When the depot closed, he transferred to Bristol bus station as a driver on country routes and was promoted to platform inspector dealing with the public before his revenue protection appointment.

In his new, he is responsible to district manager **Jack James** at Brentwood for almost 140 driving staff and six supervisors.

# COACH AND BUS WEEK

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| Other (please specify).....              | Double deck buses..... |                    |
|  | Coaches.....           |                    |

- |                               |  |
|-------------------------------|--|
| 3. Total No of Employees..... | 4. Which of the following does your company operate?                                   |
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|                               | Tour programme <input type="checkbox"/> Private/contract hire <input type="checkbox"/> |
|                               | Local bus service <input type="checkbox"/>   |

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**1992 J DAF SB3000 Auto** Van Hool Alizee H, 53R  
**1992 J DAF SB3000 Auto** Van Hool, Alizee H, 51R/Toilet  
**1992 J DAF SB2700 Auto** Van Hool Alizee H, 51R/Toilet  
**1990 G DAF MB230LB** Van Hool Alizee H, 51R/Toilet  
**1990 G DAF SB3000** Van Hool Alizee DH, 51R/Toilet  
**1990 G DAF SB2305** Van Hool Alizee DH, 51R/Toilet  
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**1989 F DAF SB2305 DHTD** Plaxton 3200LD, 57  
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**1987 D LEYLAND TIGER** Plaxton 3200 LD, 53R  
**1986 D DAF MB200FL** Plaxton 3500, 49R/Toilet

**1986 C DAF SB2300 DHTD** Plaxton 3200 LD, 53E  
**1988 E VOLVO B10M** Plaxton 3500 49RT  
**1987 D BOVA FUTURA** 49R/Toilet  
**1986 C BOVA FUTURA** 57R  
**1985 B SCANIA K112** Jonckheere P599, 51R/T  
**1983 Y VOLVO B10M** Plaxton 3500 49R/Toilet

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